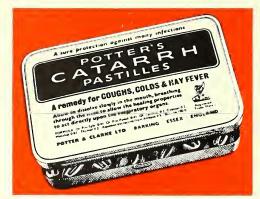
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For Retailer, Wholesaler and Manufacturer

JANUARY 1 1955





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THOMPSON'S
SLIPPERY ELM FOOD

Obtainable in three varieties:-

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- WHOLEMEAL MALTED

Top sellers from the Potter's range of products



So well known and so —



POTTER'S ASTHMA REMEDY With special 'pyramid' dispenser

POTTER'S ASTHMA CIGARETTES & SMOKING MIXTURE



THOMPSON'S

DANDELION COFFEE

Excellent for dyspeptics



THROUGH WHOLESALERS ONLY PLEASE



Sole Manufacturers

POTTER & CLARKE LTD
RIVER ROAD - BARKING - ESSEX



The

630

... and be sure of a

Sales are going to soar this year for G.B.-Kershaw camera stockists. Already, there's a big demand for the 630 and the 110. In appearance and design, they're as new as 1955. And they're moderately priced too.

camera As from

• Kershaw Otar 80 mm. f/6.3 coated Anastigmat lens in focusing mount.

- Three-speed shutter. Synchronised for flash. Cable release socket. • 12 exposures — 21 x 21 on No. 120 film.
- Built-in direct vision optical viewfinder.
- Baseboard shutter release of unique
- All-metal body in grained leathercloth covering.

(inc. P. Tax)

January 1st...

new reduced

price

## The 110 camera

- Two aperture settings f/11 and f/16. 12 exposures 2½ x 2½ on No. 120 film. Eye-level viewfinder.

- Synchronised flash fitting. Handsome leatherette finish.

£5.19.10 (inc. P. Tax)



## Be sure-with

Distributed by G.B. EQUIPMENTS LTD. Photographic & Optical Division, Dept. CD/1/55, Mortimer House, 37-41 Mortimer Street, London, W.1 MUSeum 5432

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## Why Do They Say It?

CUSTOMER NO. I "Very many thanks for the extra discount. I join with the rest of your satisfied customers saying the towels are excellent.

People always ask for them after trying them for the first time."

Perth, Scotland, 19th November

CUSTOMER NO. 2 "Please note that I have deducted the extra discount which you so kindly credited to us for sales. We do appreciate it. We find that a good majority of our customers ask especially for Silcot."

Wincanton, Somerset, 27th October

CUSTOMER NO. 3 "Owing to the increasing demand, will you kindly deliver our December supply of Silcot immediately...."

Scuntherpe, Lines., 17th November

★ The extra discount referred to in the first two letters is payable under the Silcot Discount Plan—a plan which can bring you bigger profits without putting you under any obligation.

. . . because



Cotton Wool Towels are "EXCELLENT"

EXTRA COMFORT for the user.

EXTRA PROFIT for the retailer.

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## RANGE OF PRODUCTS FOR THE HOME

BLUE CROSS BABY POWDER	A finely milled dusting powder for nursery use.
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EVANS THROAT PASTILLES	A traditional remedy known the world over
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MEDISOAPS	A range of medicated soaps
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## EVANS MEDICAL SUPPLIES LTD.

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ALSO AT LONDON, NEWCASTLE & SWANSEA

488

## Pattinson's registered Brand Products

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- MAGNESIUM OXIDE LEVISSIMA
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- MAGNESIUM TRISILICATE B.P.
- CREAM OF MAGNESIA B.P.

Our Research Division welcomes enquiries from any manufacturer with a problem in which any of the above products are concerned. Please write to our Sales Technical Department if you require fuller information. for the

PHARMAGEUTIGAL

Industry

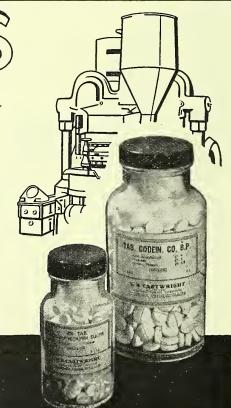
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A member of the turner & NEWALL ORGANISATION WASHINGTON · CO. DURHAM · ENGLAND

## TABLETS

## To any Formula

Our long experience of tablet manufacture is at your disposal. Exercising the strictest laboratory control throughout all production stages, we prepare tablets, coated or uncoated, to B.P., B.P.C., N.F., or customer's own formula, processing his own materials if desired. Our service includes your 'own name' labelling and packaging to meet individual requirements.



W. B. CARTWRIGHT LTD.

RAWDON

LEEDS

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## A <u>new</u> treatment for threadworm infestation

'Entacyl' (piperazine adipate tablets), has been found to be particularly effective in the eradication of threadworm infestation. Its action is rapid. Its taste is pleasant. Administration is not accompanied by nausea or other side effects even in very young children. Complete eradication is obtainable without the use of an enema.

## ENTACYL,

Tablets containing Piperazine Adipate 300 mg.
(Brit. Pat. Appn. No. 29123/53)

			TRADE	RETAIL
Bottles	of	25	3/-	4/6
,,	,,	100	10/-	15/-
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THE BRITISH DRUG HOUSES LTD. LONDON N.I

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From the Carnegie Range of Fine Chemicals

# EPHEDRINE AND SALTS

CARNEGIES OF WELWYN LTD

Telegrams: 'CARNEGIES, WELWYN GARDEN CITY'
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(6 lines)



## GELUSIL

#### ALUMINIUM HYDROXIDE + MAGNESIUM TRISILICATE

The special feature of Gelusil Antacid

Adsorbent is in the combination of a uniquely stable aluminium hydroxide with finely dispersed magnesium trisilicate, thus providing physical adsorption as well as chemical reaction. There is no acid rebound. Gelusil has the significant advantage of being non-constipating.

Gelusil, in suspension or tablet form, is most palatable. The tablet, containing sugar, is hard and should be chewed for relief of hyper-acidity or sucked in the treatment of peptic ulceration.



## SUSPENSION

ACTIVE PRINCIPLES:

In each teaspoonful opproximately: 7.5 gr. mognesium trisilicate, 6.5 % oluminium hydroxide gel.

## GELUSIL TABLETS

In eoch toblet opproximotely: 7.5 gr. magnesium trisilicote, 4 gr. dried oluminium hydroxide gel.

#### PACKING:

Bottles of 6 fl. oz. price 4/9 (inc. P.T.). List 36/- doz. (exclus. P.T.) to chemists. Also ovoiloble for dispensing only in bottles of 6 fl. oz. (minimum 6 bottles in contoiner) price 3/- eoch bottle, free of Purchose Tax.

Boxes of 50 tablets price 4/I (inc. P.T.). List 30/6 doz. (exclus. P.T.). Also ovoiloble for dispensing only in packages of 250 ond 500 toblets, price to chemists 9/6 ond 16/9 eoch, free of PurchaseTox.

No Warner preparation has ever been advertised to the public.

PATA

WILLIAM R. WARNER & CO. LTD.

POWER ROAD, LONDON, W.4



SHAMPOO

SEBODERM Cream Shampoo has been prepared specifically for Dandruff. It contains cetrimide B.P., the quaternary ammonium compound widely recognised as being most effective in the treatment of simple dandruff and the more serious seborrhoeic dermatitis. SEBODERM combines effective therapy with the

pleasure and comfort of a really good shampoo, and leaves the hair soft, silky and clean.

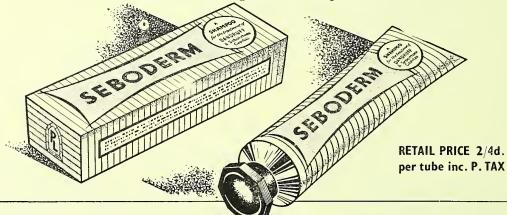
for Dandru

Descriptive literature available on request.

## SEBODERM

Specifically

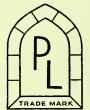
Cream Shampoo in \( \frac{3}{4}\)-oz. tubes.



TERMS to the Pharmacist:—
331% PLUS introductory bonus of 1 free tube per dozen

## PRIORY LABORATORIES LTD.

Pyramid Works, West Drayton, Middlesex



R M A C E U T'C P

# KIRE TO THE REPORT OF THE PARTY OF THE PARTY

1866

CIRCLES

Are recognised as pre-eminent in the manufacture of

## TABLETS

ALSO

PILLS · CAPSULES · PESSARIES · SUPPOSITORIES
PENICILLIN PRODUCTS · OINTMENTS FOR THE EYE
SOFT GLYCERINE LOZENGES · PACKED PHARMACEUTICALS
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Manufacturing Chemists, WILLESDEN GREEN, LONDON, N.W.2

Phone: Willesden 1146 Telegrams 1 Kirbilim, Norphone, London Code: Bentleys (2)



Oil of Peppermint distilled from plants grown on Ransom's drug farm.

The essentially progressive outlook of the Ransom organisation is well exemplified on the Company's 500-acre drug-growing farm at St. Ives, Huntingdon, where extensive areas are increasingly being assigned to research and experimental work. New methods of cultivation are constantly being investigated, new strains of medicinal plants are being developed... all with the aim of adding still more to Ransom's long experience in the drug-growing industry. This same progressive outlook is also to be found at the Company's factory and laboratories at Hitchin, where constant expansion in production capacity gives striking proof of the evergrowing demand for Ransom's vegetable drugs and galenicals at home and abroad.

EXTRACTS · TINCTURES · ESSENTIAL OILS · RESINS · CHLOROPHYLL

Actual Growers of

BELLADONNA · HENBANE · FOXGLOVE · PEPPERMINT · LAVENDER

Manufacturing Chemists, and Growers of Medicinal Plants

Established 1846



for over a Century.

WILLIAM RANSOM & SON LTD.

Hitchin Hertfordshire England



**BONUS OFFER** 

12 for the price of 9 on orders of 6 dozen

12 for the price of 10 on orders of 3 dozen

The retail price for Blue Velvet is 2/3d. per bottle (including Purchase Tax), so your profit on selling 3 dozen is  $44\cdot4^{\circ}/_{\circ}$  (£1 4s. 0d.)

and on 6 dozen  $50^{\circ}/_{\circ}$  (£2 14s. 0d.).



Full details are being mailed to you

SMITH & NEPHEW, LTD., WELWYN GARDEN CITY, HERTS



With acknowledgment to the Trustees of the National Maritime Museum



Whether it be a host of good qualities or a thousand different products—glass contains them all. Each year, in Britain, in the region of three thousand million containers are produced in glass. They may be transparent or opaque, large or small, colourless or one of a vast range of colours, but each one has the strength, durability, cleanliness and beauty which only glass, in its infinite variety, can impart. Glass is a material of which it could truly be said 'if it did not exist it would have to be invented'.

Glass contains them all

Issued by the GLASS MANUFACTURERS' FEDERATION (Container Section)

PACKAGING EXHIBITION VISIT OUR STAND No. 6E GROUND FLOOR NATIONAL HALL OLYMPIA



# GALENICALS for WINTER DISPENSING

Manufactured under strict supervision from finest quality ingredients.

## RICHARD DANIEL & SON LTD.

MANUFACTURING CHEMISTS

MANSFIELD ROAD **DERBY**. TEL.: 48266 (4 lines)

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DRYCOTA COMBINED TABLET MAKING

AND COMPRESSION COATING MACHINE



STAND NO. IQ
EMPIRE HALL
The Drycota will be an show at the Packaging Exhibition.

The "Drycota" produces coated tablets in a fraction of a second without the use of skilled operators. Materials affected by moisture can now be coated by this dry method and more control over disintegration can be made. Coloured tablets, with or without engraving or embossing can be produced in record time. No extra polishing process is required.

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TABLET MACHINES . MIXERS . GRANULATORS . COATING PANS . AUTOMATIC WATER STILLS



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When reviewing

range of galenicals at highly competitive prices. Remember, too, that we are well equipped to make up proprietary lines precisely to your formulas and specifications in strict confidence - so helping you to realise new record output whatever the season.

GALENICALS

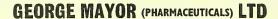
**TABLETS** 

COMPLETE PROCESSING SERVICE

TEL.: STEPNEY GREEN 2022.

Write, phone or wire us your requirements:

GRAMS: GALENICALS, EASPHONE, LONDON



HARKER STAGG LIMITED

EMMOTT STREET, LONDON, E.1.

Specialists in the Manufacture and/or Packing of Customers' Own PHARMACEUTICAL or HOUSE-HOLD PREPARATIONS. All lines made by us on your behalf are subject to Analytical Control.

All enquiries treated as Strictly Confidential

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Phone: RELiance 3756

May we quote you for-

PEA AND FEATHERY CRYSTALS

## PSOM SALTS B.P.

NEEDLE CRYSTALS, MEDIUM, EXSICCATED.

B.P. GRADES CONFORM TO 1953 STANDARD.

COMMERCIAL, BATH, & VETERINARY QUALITIES.

HARRIS, HART & Co. Ltd.

GREGGE STREET WORKS HEYWOOD, LANCS.

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TELEPHONE: HEYWOOD 6570

BROOKS RUPTURE APPLIANCES

make excellent

Why not take advantage of the goodwill established with the public by BROOKS Rupture Appliances in over 45 years of value-for-money trading?

Since April 1st, 1954, BROOKS National Health Service Band Trusses (M.O.H. specification) are carrying on the good work.

Details and terms will be gladly sent you upon request.

Be sure when applying to say that it is for "trade terms".

APPLIANCE CO. LTD.

80 CHANCERY LANE, LONDON, W.C.2

# NOW comes an old friend in a NEW dress



The new D.C.L. Vitamin B<sub>1</sub> Yeast Counter Unit will make a tremendous difference to your sales for this well proven line. It is colourful, neat and attention compelling.

#### STRONG ADVERTISING BEGINS JAN. 15

A new campaign featuring well-reasoned, down to earth advertisements, will send customers to you as soon as it begins. They will come convinced that D.C.L. Yeast Tablets will do them good. You can confirm everything these advertisements claim. There are NO exaggerations, NOTHING misleading or equivocal. Every statement can be proved to the hilt.

#### 30,000,000 ADVERTISEMENTS TELL 80,000,000 READERS ABOUT D.C.L. VITAMIN B, YEAST TABLETS

D.C.L. Vitamin B<sub>1</sub> Yeast Tablet advertisements will appear in National and Provincial newspapers and in the large circulation magazines during the coming months.

#### STOCK UP NOW AND BE READY

Supplies are now at your usual wholesale house. Send YOUR order without delay and put your display units in position so that you can take full advantage of the demand. Remember the first of the new series of advertisements appears in the National Press during the week ending January 15th, and others follow on for months during the best selling season. Send your order to your wholesale house today, NOW.



THE DISTILLERS COMPANY LIMITED, EDINBURGH

## NEW 'CREAMOIL' PRICES

# mean bigger profits than any other haircream!

Owing to increased cost of materials, we have now had to make a small increase in our prices but we have taken this opportunity to make trade terms more favourable than ever.

"Creamoil" now gives you more profits per jar than any other preparation of its kind!

3 oz. tub No. 533 cost 6/4 per dozen wholesale . . retail at 1/3 each 6 oz. tub No. 535 cost 10/4 per dozen wholesale . . retail at 2/- each

## **BONUS SCHEME**

Our generous Bonus Scheme is again in operation either direct or through your wholesaler. For all orders received during January, February and March, you get 12 jars of CREAMOIL for the price of 11. See how your profits grow!

1 dozen 3 oz. tubs at 6/4 per dozen charged as 11	$5/9\frac{1}{2}$
Purchase tax at 75% on one dozen	4/9
	$10/6\frac{1}{2}$
Selling price, 1 dozen at 1/3 each 15/-	Profit $4/5\frac{1}{2}$
	i.e. $4\frac{1}{2}d$ per tub
1 dozen 6 oz. tubs at 10/4 per dozen, charged as 11 .	$9/5\frac{1}{2}$
Purchase tax at 75% on one dozen	<i>7/9</i>
	$17/2\frac{1}{2}$
Selling price, 1 dozen at 2 - each £1.4.0	Profit $6/9\frac{1}{2}$
	i.e. 63d per tub

#### INTRODUCTORY PARCEL

We have now designed a special introductory parcel consisting of:—

1 dozen No. 533 3 oz. 1/3 tubs

2 dozen No. 535 6 oz. 2/- tubs List Price . . . . £1 7 0

Charged at bonus terms (12 for the price of 11) . . . . £1 4 2

Purchase tax at 75% . . . . . . . . . . . . . . . £1 0 9

Selling Price . . . £3.3.0 Profit  $\begin{array}{c} £2 & 4 & 11\frac{1}{2} \\ 18 & 0\frac{1}{2} \end{array}$ 





## THESE NEW CASH QUANTITY DISCOUNTS SPELL A PROSPEROUS NEW YEAR

FOR YOU: Available on all orders placed direct with us, these extragenerous cash quantity discounts apply to all Delavelle products including Creamoil, Blue Orchid and "GO" Stick Deodorant. Just look how much you save!

2\frac{1}{2}\% on goods and Purchase Tax for orders of list value £2.10.0

5\% on goods and Purchase Tax for orders of list value £7.10.0

A Happy New Year to you all!



38/46 ORSMAN ROAD · LONDON · N.1

the convalescentthe overworked—the aged Good for them. Good for you John Bell's

EASY to take and easy to sell this fine glycerophosphate and strychnine tonic, with a pleasing aroma, is in constant demand throughout the year. This means good business for you so order now.

Trade Price Size. Retail 2/41 a bottle (Inc. Tax) 14/6 doz. (P. Tax 3/71d.) 4 oz. ,, (Inc. Tax) 24/6 doz. (P. Tax  $6/1\frac{1}{2}$ d.) 8 oz. 4/1 (Inc. Tax) 43/- doz. (P. Tax 10/9d.)

IOHN BELL, HILLS & LUCAS, LTD., Oxford Works, Worsley Bridge Rd., London, S.E.26



We send all our customers Greetings & wish them every success during 1955

## James Townsend

## SPECIALIST CHEMISTS' PRINTERS

P.O. BOX No. 12 2, LITTLE QUEEN STREET, EXETER



TONIC PHOSPHATES

## AND SUPPLIERS IMPORTERS

## **PHARMACEUTICALS**

SODIUM para AMINO SALICYLATE ISONICOTINIC ACID HYDRAZIDE FERROUS GLUCONATE NICOTINAMIDE GLYCINE

## HALEWOOD CHEMICALS LTD

III - II5 EASTBOURNE MEWS LONDON: W.2

AMBassador 4198-5457



## Choice of 3 bonus parcels for 14 days' display

Send in today for Benger's big bonus offer! Choose which parcel you want. You will then receive a selection of the attractive new display material shown above - material which is closely-linked to the forceful and widespread Benger's advertising now appearing in National newspapers and magazines. You display the material for 14 days - or, alternatively, we will arrange to install the complete window-display in your window.

	PARCELS	BONUS PRICE	BONUS
A	I doz. No. 0 (2/9) ½ doz. No. I (4/9)	£2.6.9	5%
В	2 doz. No. 0 (2/9) 1 doz. No. 1 (4/9)	£4.11.0	71%
С	3 doz. No. 0 (2/9) 2 doz. No. 1 (4/9)	£7.13.5	10%

Send in to the address below, giving the name of your usual wholesaler. Offer closes Feb. 28th, 1955

Nothing else works like Benger's





## ARTHIGON

For the relief of rheumatic pains

Now available in popular size tubes, Retail 4/9



ing the eight weeks — Jan. 3rd to Feb. 26th

of all cost with every 1 dozen ordered dur-

Arthigon will be featured at this **popular price** in a powerful advertising campaign in the leading weekly family magazines.

Arthigon is already in demand in this **popular size** (many inquiries already received from the Trade and the public). You can profitably meet this demand by stocking Arthigon in tubes immediately.

Take advantage of this 44% OFFER NOW!

Cost (12 tubes) 32/-Yield (14 tubes) 57/6

S Maw Son and Sons Limited Barnet England



## for fine chemicals especially:

ASPIRIN B.P. "FRE-FLO"
SALICYLIC ACID B.P. & TECH.
SODIUM SALICYLATE B.P.

SALOL B.P.C.

VANILLIN 100%

H. W. GRAESSER-THOMAS LIMITED

49 LEADENHALL STREET,
LONDON, E.C.3
TELEPHONES: ROYAL 3011-6111

SUMNER'S
of Liverpool Landiff

for Prompt Service and Personal Attention

DRUGS
GALENICALS
PROPRIETARIES

Makers of



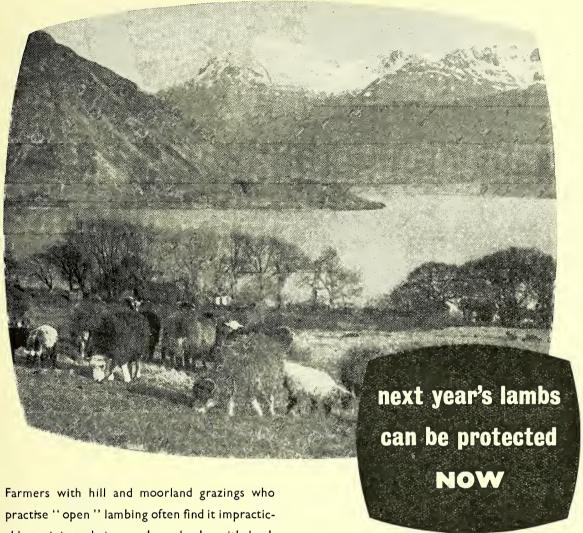
The Perfect Baby Food

40 HANOVER STREET · LIVERPOOL I

Jelephone ROYal 6644

I FITZALAN ROAD · CARDIFF

Telephone 29147



Farmers with hill and moorland grazings who practise "open" lambing often find it impracticable to inject their new-born lambs with lamb dysentery antiserum. For them the accepted method of countering the disease is to vaccinate the ewes, in autumn and in spring, with "Wellcome" brand Lamb Dysentery Vaccine. The antibodies produced in ewes so vaccinated are passed on to the lambs in the colostrum (the first milk), thus giving them immediate protection.

The 'Wellcome' Vaccine is therefore needed now—to protect next season's lambs. Pharmacists should order stocks without delay and show them on their veterinary counters. The product is issued in bottles of two sizes, 100 c.c. and 250 c.c., providing sufficient for 20 ewe doses and 50 ewe doses respectively.

## 'WELLCOME' Lamb Dysentery Vaccine

PREPARED AT THE WELLCOME RESEARCH LABORATORIES, BECKENHAM, KENT



BURROUGHS WELLCOME & CO. (THE WELLCOME FOUNDATION LTD.) LONDON



# He may need prompting

because the young man who is so badly disfigured with acne is deeply sensitive about his appearance. Sensitive, yet at heart genuinely anxious to hear about — and eager to buy — a preparation that will really improve it. The quiet, friendly, and understanding suggestion will often bring a ready response, and he will appreciate what 'Eskamel' offers: immediate concealment of the lesions while it is doing its therapeutic job. 'Eskamel' brings rapid improvement in most cases of acne. Flesh-coloured, in 1-oz. tubes, containing resorcinol, 2 per cent., sulphur, 8 per cent., and hexachlorophene o-25 per cent., in a stable, grease-free base.

'Eskamel'

Retail Price 4/3½ (Including P.T.)

MENLEY & JAMES, LIMITED, Coldharbour Lane, London, S.E.5
Tel.: BRIxton 7851

for Smith Kline & French International Co., owner of the trade mark 'Eskamel'



## Advertising

## **SELLS 19 VARIETIES**

EVERY ADVERTISEMENT in Heinz great new campaign works hard for you.

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The weekly newspaper for pharmacy and all sections of the drug, pharmaceutical and fine chemical, cosmetic, and allied industries

Official organ of the Pharmaceutical Society of Ireland and the Pharmaceutical Society of Northern Ireland

Volume 163

January 1, 1955

No. 3906

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Volume 163

JANUARY 1, 1955

No. 3906

## Doctor to pay back £895

## FOR DRUGS HE SHOULD HAVE DISPENSED

A DOCTOR under contract with Wiltshire Executive Council is being required to refund £895, the cost of 2,800 prescriptions dispensed by chemists for patients on the doctor's dispensing list.

The decision was made at a recent meeting of the Council, which decided at the same time to recommend to the Ministry of Health that £250 should be withheld from his remuneration.

## MEDICAL PHOTOGRAPHY An exhibition in London

AN exhibition of radiographic and medical photography is being held at Kodak House, Kingsway, London, W.C.2, January 3-6. The exhibition reviews some of the latest developments in radiographic and medical photographic materials, processing equipment and techniques. It includes practical demonstrations and a display of radiographs and colour transparencies. Equipment on show includes the latest thermostatically-controlled processing units, different kinds of x-ray illuminators, with accessory wheeled stands, wet film attachments and lantern slide attachments, and the Duostat photocopying equipment by means of which accurate photo-copies of letters, records, and patients' histories can be made in under three minutes. Also being shown is a new method of copying radiographs on to 35-mm. film, so that from master copies, diagnostically acceptable facsimiles on film and paper prints and lantern slides can be made as needed. After being shown in London the exhibition is being taken on tour in the provinces.

## CHEMISTRY'S ORIGINS Forthcoming lecture

AT a meeting of the Pharmaceutical Society at 17 Bloomsbury Square, London, W.C.1, at 7.30 p.m. on January 17, Dr. Douglas McKie (reader in the history of science at London University) is lecturing on "The Origins of Chemistry — Alchemy or Technology?"

## **B.C.G. VACCINATION Progress of London scheme**

THE first report on the progress of the London County Council's scheme for the vaccination of schoolchildren against tuberculosis has been made to the Council's health committee by its medical officer of health and principal school medical officer. The report states that from June to October 1954, 1,956 thirteen-year-old children in the

Council's schools were inoculated with B.C.G. vaccine. The work is being continued and extended to cover areas not previously visited, and a laboratory for storage, sterilisation and maintenance of equipment has been established at County Hall, London, S.E.1.

#### ROYAL SOCIETY Research awards

THE council of the Royal Society has awarded Locke research fellowships to the following: Dr. M. de Burgh Daly (for work on carotid sinus reflexes and haemo-dynamics of the pulmonary circulation, at University College, London); Dr. J. C. F. Poole (for work on the effects of fat absorption and blood coagulation and thrombosis, at the Sir William Dunn School of Pathology, Oxford).

#### INDUSTRIAL BACTERIA Catalogue of strains

A CATALOGUE of strains maintained by the National Collection of Industrial Bacteria at the Chemical Re-

search Laboratory, Teddington, Middlesex, has been published. The catalogue is arranged in alphabetical order by genera. The N.C.I.B. number of each strain is given and also the number under which the organism is listed in other collections. The name and laboratory of the donor are given, together with references to the literature and any special information about the strain. The catalogue is published by H.M. Stationery Office, price 2s.

## ACCIDENT-FREE WORKS New record for Ruabon

THE employees at the Ruabon factory of Monsanto Chemicals, Ltd., on December 19, 1954, completed two million man-hours of work without a single lost-time accident. The factory employs approximately 2,000 men and women on the production of industrial chemicals and commenced its unbroken accident-free run on July 17. That establishes a new record for the Ruabon factory, the best previous achievement being 1,799,670 accident-free man-hours set up in June 1938.

## RETAIL ECONOMICS A course at Ealing

FINAL arrangements for a refresher course on "The Structure of Retail Pharmacy and the Economics of National Health Service Dispensing" have now been made (see C. & D., November 13, 1954, p. 482). The lectures are being held at Ealing Girls'



THE TOP GOES ON: Work in progress on the completion of the new premises for the School of Pharmacy, London University. Planned as the headquarters of the Pharmaceutical Society, the building proved too expensive and was disposed of to the University. Its construction was interrupted by the 1939-45 war.

County Grammar School, room A1, St. Mary's Road, Ealing, London, W.5, 7.30 to 9 p.m. on Tuesdays, starting on January 11, 1955. The fee for the course is 15s. Applications should be sent to Mr. R. C. Edwards, 265A Fulham Road, London, S.W.3.

## PRODUCTIVITY OFFICER Chemical industry appointment

THE Association of British Chemical Manufacturers has appointed Mr. Christopher J. Pratt, A.M.I.Chem.E., A.M.I.P.E., A.I.I.A., its work study and productivity officer. Hc is taking up his duties on January 3, 1955, and will be responsible for helping members on all aspects of work study in the chemical industry.

#### ISOTOPE SCHOOL Programme for 1955

THE Harwell Isotope School is preparing its programme for 1955. Training is given in the applications of radioactive materials in research and industry and in the techniques of producing, measuring and handling such materials. The courses, which last for four wecks and include lectures and practical work, are open to university graduates. Courses for early 1955 are fully booked, but there are still vacancies on the following:—Course 27, April 25 to May 20; course 28, June 27 to July 22. Details of fees and further information can be obtained from The Isotope School, Atomic Energy Research Establishment, Harwell, Berks.

## LABORATORY VISIT By Sir Alexander Fleming

ON December 20, 1954, Sir Alexander and Lady Fleming, Professor Robert Cruickshank, and Dr. John Freeman, of the Wright-Fleming Institute, visited Hounslow to inspect the new research and administration building of Parke, Davis & Co., Ltd. In the morning, Sir Alexander, Professor Cruickshank, and Dr. Frceman gave talks on vaccine therapy to the company's medical staff and, after being entertained to lunch, toured the new laboratories and visited the Chloromycetin plant, products development research laboratories, analytical laboratories, etc.

## PETROLEUM CHEMICALS Lectures in London

A COURSE of lectures on chemicals from petroleum is being held at the Sir John Cass College, Jewry Street, Aldgate, London, E.C.3, at 6 p.m. on Thursday evenings, starting on March 3, 1955. The fee for the course is £1 ls. Application should be made to the secretary of the college for an enrolment form.

#### **EVENING CLASSES**

EVENING courses that are being held at the Sir John Cass College, Jewry Street, Aldgate, London, E.C.3, in the second term of the 1954-55 session include the following:—

Microchemical Analysis. A course of about ten lectures (by Messrs. A. G. Lidstone and D. W. Wilson) that are being given at 6 p.m. on Thursday evenings, beginning on January 13. Fee is £2 2s.

Absorption Spectroscopy. The course (by Mr. A. R. Philpotts), which will deal with practical problems, consists of ten lectures, and is being held from 6 to 7 p.m. on Friday evenings, beginning on January 14. A course of experimental work on emission spectroscopy (by Dr. L. O. Freeman and Mr. D. B. Powell), is also being held from 6 to 9 p.m. on Friday evenings, starting on January 14. The fee for each course is £2 2s. A prac-

tical course of ten sessions on emission and absorption spectroscopy is being held from 6 to 9 p.m. on Friday evenings, beginning on April 29

beginning on April 29.
Distillation. The course (by Mr. G. A. Dummett) will consist of eight lectures, and is being held at 6 p.m. on Friday evenings, starting on January 21. Fee for the course is £2 2s.

Radioactivity in Biology and Medicine. A course of about ten lectures (by Mr. D. G. Arnott) is being held at 6.30 p.m. on Monday evenings, beginning on January 3. Fee £2 2s.

Patents and Industrial Design Protection. Eight lectures will be given (by Mr. T. A. Blanco White) at 6 p.m. on Thursday evenings, starting on January 20. The fee is f2 2s.

## IRISH NEWS EAST DOWN CHEMISTS

THE annual meeting of the East Down Chemists' Association was held in Downpatrick recently, Mr. W. J. Thornton presiding. The financial statement and secretary's report for 1953-54 were read and adopted. In his presidential address, Mr. W. J. Thornton said that the membership position was satisfactory, but he appealed to those present to make a special effort to increase it during 1955 and to attend the meetings. The secretary was appointed to represent the Association at the tripartite meeting of the Chemists Federation in London in January 1955, and it was agreed that the next meeting of the Association should be held in Dundrum on January 5, 1955. Officers elected for the ensuing year were: Chairman, Mr. W. J. Thornton; Vice-Chairman, Mr. J. Doris; Secretary, Mr. B. Deeny, Downpatrick; Treasurer, Mr. D. Moore.

#### ATHLETIC ASSOCIATION

AT the tenth annual meeting of the College of Pharmacy, Gaelic Athletic Association Club, held recently, Mr. M. Hanna (chairman) presiding, the secretary reported that 1954 was the most successful year since the Club's inception. The treasurer stated that the financial position for the moment was satisfactory, but that a further effort to raise funds would have to be made if the formation of the proposed junior team was to be a success. The captain (Mr. Seamus Quinn) thanked the team for their co-operation during the season. The following officers were elected for the ensuing year: Chairman, Mr. M. Hanna; Vice-Chairman, Mr. P. Leydon; Captain, Mr. S. Quinn; Vice-Captain, Mr. H. Gaffneý; Secretary, Mr. B. Bourke; Treasurer, Mr. C. Conefrey.

### STAFF DINNER

NEARLY one hundred guests were present at a staff dinner and social evening provided by the directors of Dominick A. Dolan & Co.; Brook Chemicals, Ltd.; and Richardsons (Manufacturing Chemists), Ltd., in Dublin on December 21. Mr. Dermot Dolan presided, and other directors present were Messrs. Brendan Dolan, and V. J. Albericci (Brooks Chemicals, Ltd., and Richardsons (Manufacturing Chemists), Ltd.).



DISTINGUISHED VISITORS AND EXECUTIVES: Sir Alexander Fleming, photographed with Mr. L. O. Smith (general manager), Miss Spanos (analytical department), Lady Fleming, Professor R. Cruickshank, Dr. J. Freeman, and (back row) Dr. R. E. Bowman (the company's director of Chemical Research), Dr. H. W. Pearson (clinical investigation department), Mr. C. Beaven and Dr. D. MacDonald (medical service department), Mr. J. A. Freeman (assistant general manager), and Mr. H. A. Murray (house manager) during his recent visit to the Hounslow laboratories.

## **NEWS IN BRIEF**

NEARLY 300 guests attended the annual dance of the Reading branches of Boots, Ltd., held recently.

THE annual staff ball held recently by Calmic, Ltd., Crewe, Ches, was attended by about 500 guests.

EIGHT cases of lead poisoning in Rotherham children have been attributed to fumes from the burning of old car batteries as fuel in their homes.

PHARMACIES in North Dublin that were flooded to a depth of several feet when the river Tolka overflowed its banks recently included the shop of Mr. M. Costello (president of the Pharmaceutical Society of Ireland).

AT a ceremony held at Cefn Mawr, Wrexham, Denbighs, on December 21, 1954, 146 employees of Monsanto Chemicals, Ltd., who had served for twenty-five or more years with the company received awards in recognition of that service.

A TALK was recently given to the Aberdare, Glam, Rotary club by Mr. Arthur Praeger (works manager of the factory of the Lederle Laboratories Division, Cyanamid Products, Ltd., Hirwaun, nr. Aberdare) on the contribution that that factory is making to pharmaceutical progress.

Two members of the staff of S. Maw, Son & Sons, Ltd. (Messrs. E. B. Croft and L. J. Sparke) were entertained to luncheon on December 24 by the directors of the company to mark the occasion of their retirement on December 31 after a joint service of eighty-seven years.

MR. W. A. FAIRBAIRN, M.P.S., Henley-on-Thames, was placed first, and Boots, Ltd., Henley - on - Thames, second, in one section of a window-dressing competition held in connection with a shopping week recently organised by the Henley chamber of trade.

THE physical methods group of the Society for Analytical Chemistry has elected the following officers: Chairman, Mr. A. A. Smales; Vice-chairman, Dr. J. E. Page; Secretary and Treasurer, Mr. R. A. C. Isbell, Hilger & Watts, Ltd., 98 St. Pancras Way, London, N.W.1.

At the annual meeting of the Glass Manufacturers' Federation, held on December 14, 1954, Mr. E. A. S. Alexander (managing director, the United Glass Bottle Manufacturers, Ltd.) was re-elected *President*; Dr. W. Maskill (joint managing director, Webb Corbett, Ltd.) Chairman of the executive committee; and Mr. A. W. Clark (managing director, Beatson, Clark & Co., Ltd.) Vice-chairman of the executive committee.

At the annual sales conference at Liverpool recently of Neatex Toilet Products, Ltd., Wern Mills, Nannerch, Mold, the joint managing directors (Brigadier A. E. Cumming, V.C., O.B.E., M.C., and Mr. W. W. Shaw) entertained the company's thirty-four representatives to lunch. During the conference it was announced that a new factory, approximately four times the size of the present works, had been purchased at Queens Ferry, Chester.

## TOPICAL REFLECTIONS

By Xrayser

### Portraits in Oils

At one time, one of the highest honours that could be bestowed upon a personage was the presentation of his portrait in oils. Perhaps the expression "at one time" is open to challenge, for that same high appreciation was shown only recently, with a resultant criticism which suggested that only a fearless man would submit himself to the brush of the modern portrait-painter. But what I have in mind is not the viewpoint of the art critic, any more than, apparently, Mr. Henry Stout had when he gave his interesting address at Edinburgh recently (p. 618). Pharmacy is indebted to the speaker for the concise history of some of our illustrious forebears, and to THE CHEMIST AND DRUGGIST for publishing such a full account. I fancy Mr. Stout's purpose was twofold—to remind his hearers of the giants of the Pharmaceutical Society's early days, and to draw attention to a portrait gallery which can be so easily taken for granted and accepted as merely part of the scenery. The tale of scientific research in Edinburgh in the nineteenth century makes fascinating reading, with such names as Sir J. Y. Simpson and Lister, and such preparations as apomorphine and ethylmorphine, chloroform and ether.

## De Quincey

Mr. Stout's reference to De Quincey shows that the glass from which the famous essayist took his opium is in the possession of the Society in York Place. Poor De Quincey would assuredly have found some less harmful means of assuaging his severe pain had he lived today, but laudanum was taken in large quantities by all and sundry at that time. In 1829, De Quincey made a protracted stay with friends in Edinburgh, and a Mrs. Gordon has left this account of his life at the time: - "An ounce of laudanum per diem prostrated animal life in the early part of the day. It was no unfrequent sight to find him lying upon the rug in front of the fire, his head resting upon a book, with his arms over his breast, in profound slumber. For several hours he would lie in this state, till the torpor passed away. The time when he was most brilliant was generally towards the early morning hours; and then, more than once, in order to show him off, my father arranged his supper-parties, so that, sitting till three or four in the morning, he brought Mr. De Quincev to that point at which, in charm and power of conversation, he was truly wonderful." De Quincey's diet was coffee (a more than useful beverage) boiled rice and mutton, and we are told that the cook had a somewhat nerve-wracking daily audience with him. He lived at Lasswade from 1842 to 1859, and eleven years later, as Mr. Stout tells us, J. Rutherford Hill commenced his apprenticeship in that same small town.

### **Theories**

Recent weeks have witnessed an outbreak of an infectious nature affecting principally the children of school age. It has again been described as influenza, though this visitor to our shores (if, indeed, the causative organism is a visitor and not indigenous), appears in slightly different guise on each occasion. Crowded places are to be avoided, we are advised, but in this age of congested transport, what are we to do? Civilisation, urban and suburban, has decreed that walking to work is possible only for those who live round the corner, so we have the choice of burrowing underground and exposing themselves to conditions conducive to a form of human myxomatosis, or freezing on the bus in that polar stream described by the transport authorities as "air-conditioning." De Quincey also held theories on the question. He said that nine-tenths at least of the colds and catarrh were caught in the transit between the door of a carriage and the genial atmosphere of a drawing-room. To avoid such risk, he advocated having the sedan-chairmen march into the hall and the chair opened there so that "the transportation was from one room to another." I offer the suggestion to the Ministries of Health and Transport.

## OVERSEAS NEWS

NIGERIA

#### Pharmacists' Union Active

A DELEGATION from the Nigerian Union of Pharmacists interviewed the Minister of Health recently to discuss how to develop Nigerian pharmacy. Among the subjects discussed were the professional ethics; methods of inspecting pharmacies to check illegal distribution of poisonous drugs; the adulteration of packed pharmaceuticals by unqualified dealers; and the failure of some traders to obtain the annual licence as provided in the Pharmacy Ordinance. The Board of Pharmacy was requested to enforce a section of the Ordinance that relates to the licensing of proprietary medicine vendors. The Society reminded the Minister of what they described as "indiscriminate" registration of premises for the sale of drugs, and requested a change in the law. The Society wants the sale of

poisons to be rigidly controlled. The government is contemplating the absorption of the old Pharmacy School into the Nigerian College of Arts, Science and Technology. Nevertheless, pharmacy is developing in Nigeria. Recently, a £10,500 clinic was built by the United Africa Co., Ltd., to serve over 3,600 workers. Dr. A. Scott Smith, in charge of the clinic, said that the organisation was important at a time when Nigeria was becoming industria-lised, particularly in pharmacy. The clinic is in charge of a nursing sister (Miss M. Broadfoot) and has a staff pharmacist (Mr. J. A. Ezenwa). committee had been set up whose duty it is to keep in touch with the Minister of Health and pharmacist inspectors throughout the country. The committee will also serve as a regular channel of information on prices for practising pharmacists.—S. O. Omoregie.



BRITISH PHARMACISTS AT PAKISTAN CONFERENCE: Messrs. A. Watson (Allen & Hanburys, Ltd.), L. S. Cruickshank (May & Baker, Ltd.), A. C. Benzie (Burroughs Wellcome & Co.), and A. Milne (Imperial Chemical Industries, Ltd.), British pharmacists who participated in the first Pakistan Pharmaceutical Conference (held this year). Mr. Cruickshank read a paper in a symposium on Education and Mr. Benzie in a symposium on industrialisation.

## LOCAL DINNERS

HARROW

#### Chief Pharmacist as Guest

ABOUT one hundred and forty members and guests were present at the annual dinner and dance of the Harrow Branch of the Pharmaceutical Society held recently. The chief guest was Dr. Harold Davis (chief pharmacist, Ministry of Health). Lord Shepherd of Spalding proposed a toast to the Branch and Mr. R. Goode (chairman of the Branch) replied. MISS D. I. MORGAN (vice-chairman of the Branch) proposed a toast to the guests and Dr. Davis replied.

#### MERSEYSIDE

#### Presentation to Mr. Tristram

A GIFT of books was made to Alderman W. J. Tristram (a former president of the Pharmaceutical Society and a former lord mayor of Liverpool) at the first dinner of the Merseyside Branch of the National Association of Women Pharmacists held in Liverpool on December 8. The presentation was made by Miss E. M. Hirst (president of the Branch). Alderman Tristram gave his reminiscences of his year as lord mayor. MR. H. HUMPHREYS JONES proposed the toast of "the Association," and Mrs. A. Greenwood (president of the Association) responded. The toast of "the guests" was proposed by Mrs. E. N. J. Jones (secretary of the Association and of the Branch), and Mr. J. Farrer Barnes (chairman, Liverpool Branch, Pharmaceutical Society) replied. Other guests were Miss K. Walden (president, Chester Branch, N.A.W.P.), and Messrs, R. C. N. Powell and A. Allen (presidents of the Birkenhead and Wallasey Branches of the Pharmaceutical Society, respectively).

## IRISH BENEVOLENT FUND DANCE

THE 1954 dance held in aid of the Benevolent Fund of the Pharmaceutical Society of Ireland was held in Dublin on December 7. About 640 people were present, and all tickets were sold. Mr. Michael Costello (president of the

Society) and Mrs. Costello received the distinguished wisitors, who included Messrs. E. Brocklehurst (president, Pharmaceutical Society of Great Britain); and W. Ewart (president, Pharmaceutical Society of Northern Ire-

land); Dr. A. McCarthy (president, Irish Medical Association); Professor P. E. Mullaney (president of the Veterinary Council); Messrs. J. W. Heney (president of the Veterinary Association); S. Hughan (chairman, Scottish Depart-



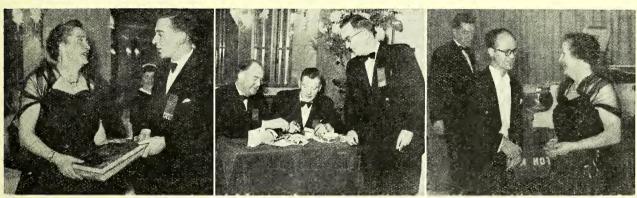




Left: Mr. William Gorman (secretary, Pharmaceutical Society of Northern Ireland) with Mrs. Brendan O'Sullivan, Centre: Mr. E. A. Brocklehurst (president, Pharmaceutical Society of Great Britain) with Mr. M. Costello (president, Pharmaceutical Society of Ireland). Right: Mr. H. P. Corrigan with Mr. Brendan O'Sullivan.



Members of the dance committee with distinguished guests. In the front row, from left, are Messrs. Sam Hughan, E. A. Brocklehurst, M. Costello, William Ewart (president, Pharmaceutical Society of Northern Ireland), and Kevin Banks (chairman of the dance committee).



Left: Mr. Jim Roche (M.C.) makes a presentation to Mrs. Costello. Centre: Mr. Kevin Banks (dance committee chairman) watches two of his committee members as they check the cash. Right: Mr. Gerry O'Connor, Ph.C.I., receives from Mrs. Costello the Christmas hamper he won as prize.

ment Executive of the Pharmaceutical Society of Great Britain); W. Gorman (secretary, Pharmaceutical Society of Northern Ireland); Denis J. Murphy (president, Irish Drug Association); Brendan R. Smith (secretary of the I.D.A.); P. F. McGrath (vice-president of the Society); H. P. Corrigan (treasurer of the Society); G. C. O'Neill, T. B. O'Sullivan, J. Gleeson and M. Rooney. The committee responsible for the arrangements was:—Mr. Kevin Banks (chairman); Misses C. Gaffney and C. Conefrey (treasurers) and Miss E. Smyth (secretary); Misses R. Hughes, M. Costello, and J. Malone, and Messrs. M. Dargan, D. McGrath, P. F. McGrath, H. P. Corrigan, J. P. Roche, D. Murphy, A. E. Dignan, J. Costello, P. Needham, and W. Costello.



Some of the members of the younger generation present at the dance.

#### **NEW COMPANIES**

P.C .= Private Company; R.O .= Registered Office

SPRINGFIELD PHARMACY, LTD. (P.C.). — Registered in Belfast. Capital £2,500. To carry on the business of chemists and druggists, etc. Subscribers: Patrick Kelly, Margretta Kelly and James J. Kelly, M.P.S.N.I.

H. LLOYD THOMAS & CO., LTD. (P.C.).—Capital £4,000. To carry on the business of chemists and druggists and opticians, etc Directors: Clara O. Thomas, Robert W. Enon, and Stephen Campbell. R.O. 41 Church Road, Birkenhead, Ches.

McAULEY CHEMIST (COOKSTOWN), LTD. (P.C.).—Registered in Belfast. Capital £7,000. To carry on the business of chemists and druggists, etc. Directors: William J. McAuley, M.P.S.N.I., and Ita B. Mc-Auley, R.O.: James Street, Cookstown.

IRWIN'S MEDICAL HALL, LTD. (P.C.).—Registered in Belfast. Capital £3,000. To carry on the business of chemists and druggists, etc. Directors: James Irwin, Marantha, 52 Diamond Gardens, Finaghy, George T. Irwin and Thomas A. Rea, M.P.S.N.I.

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BRIAN FLATLEY, LTD. (P.C.).— Registered in Belfast. Capital £7,000. To acquire the business of a dispensing chemist, carried on by Brian Flatley, M.P.S.N.I., at Broad Street, Magherafelt. Directors: Brian Flatley and Josephine Flatley.

C. C. CONNOLLY, LTD. (P.C.).— Registered in Belfast. Capital £3,000. To acquire the business of a chemist carried on by Cyril C. Connolly at 38 Main Street, and 9 Market Street, Limavady. Directors: Cyril C. Connolly, M.P.S.N.I., Amy E. L. Connolly, and John Nutt.

K. WASSERMAN (CHEMICALS), LTD. (P.C.).—Capital £1,000. To carry on the business of manufacturers of and dealers in chemicals, gases, etc. Directors: Kurt S. Wasserman and Martin S. Warner (directors of K. Wasserman, Ltd.). R.O.: 8 St. Martins Place, London, W.C.2.

#### Company News

#### Previous year's figures in parentheses

H. BRONNLEY & CO., LTD. -The directors intimate that there is no truth in a recent rumour of an intended sale of the business or of shares in it.

DISTILLERS CO., LTD. — Mr. Ernest G. Gross has been appointed a director and will retain his present position of managing director of the Distillers Co. (Biochemicals), Ltd.

#### Voluntary Liquidation

SPRINGFIELD PARK CHEMISTS, LTD., 110 Byron Road, Chelmsford. Liquidator (appointed by members and creditors on December 1): Mr. R. P. Booth, 14 Holborn Viaduct, London,

#### LEGAL REPORTS

### A Labourer's Cine Projector

STRONG comments were made by the county court judge at Plymouth on December 16, 1954, about the undesirability of allowing a working man to overload himself with a burden of debt for a luxury article. The occasion was an action by the Plymouth Co-operative Society, Ltd., to recover possession of a sound film projector costing £64 16s. 4d., supplied to a builder's labourer, on hire purchase in March 1952, Roy Bennett, 115 Hawkinge Gardens, Ernesettle, had agreed to pay 11s, a week. A balance of £36 was owing. The defendant, who did not appear, was stated to be earning £6 weekly. He had paid only £1 19s. 10d. on his debt this year. The judge said he thought more stringent investigation should be made before such hire purchase agreements were entered into. The plaintiffs had perfectly properly asked for return of the projector having taken all steps to entitle them to it. But he could not help feeling that in a case of that kind, if a little investigation had been made into the man's means before the agreement entered into it would never have been made. He made an order for the return of the projector within fourteen days.

#### An Addict's 3,096 Tablets

At Derby borough magistrates' court, on December 17, 1954, Eric Fletcher, 21 Hounslow Road, Mackworth, was charged with being in possession of Dangerous Drugs at Derby on July 17, August 30, September 26 and October 7. Prosecuting solicitor, on behalf of the Director of Public Prosecutions and the Director o secutions, said that Fletcher had stomach trouble and had been prescribed pethidine tablets. Defendant wanted more drugs and kept changing doctors because he had more pain, and took to forging doctors' signatures. He would get hold of a National Health Service prescription form and sign a doctor's name. The doctor had said that the forgery was an "extremely clever imitation" of the signature. He wrote out eighty-one prescriptions by that method, and obtained 3,096 tab-lets—"quite a fantastic number." The matter had come to light when the police made their customary inspection of the chemists' registers and found that an enormous quantity of the tablets had been prescribed for Fletcher. When he was questioned by the police, Fletcher said he would "make a clean breast of everything," and, in a statement to the police, he declared he had had an internal operation in the City Hospital, Derby. Four months later he came out and felt all right. Later he had severe pains in the stomach, and Dr. Bliss supplied pethidine tablets for treatment. year he said he was taken ill and was again prescribed the tablets but the doctor said he would have to finish with them. The doctor left a prescription pad on the table. Fletcher said he changed his doctor to obtain more of the tablets. He was given twenty-four tablets and was dropped down to twelve when he again changed his doctor. About March this year, the state-

ment read, Fletcher was again in pain, remembered the prescription pad the doctor had left at his home, signed the doctor's name, and was given thirty-six tablets by a chemist. The statement by Fletcher said he had made out numerous prescriptions by that method but had always signed one particular doctor's name, and had never had more than thirty-six tablets each time. The assistant medical superintendent at the hospital said he had had the defendant under his care for three weeks, but Fletcher had dis-charged himself against the hospital's wishes. He had stomach trouble, and became an addict to pethidine. Fletcher, in court, said that, eleven years ago, he started with duodenal ulcers and he had tried to get better and had been in hospital fourteen times. He admitted that he had the drugs but he did not know he was illegally obtaining them. They relieved the pain, but the pain returned when the effects of the tablets had worn off. The sole reason for taking the drug was to relieve this pain. The magistrates decided to place Fletcher on probation for twelve months.

January 1, 1955

#### **PERSONALITIES**

MR. H. G. SEAR, who has represented Bayer Products, Ltd., in Harley Street for twenty-seven years, is retiring from representative work at the end of the year. He is continuing, however, to compile medical literature for the company.

MRS. E. BARANY, M.P.S. (née Miss M. M. Barron Boshell), chief pharmacist, Central Middlesex Hospital, London, retired from that post on December 31, 1954. Mrs. Barany returned to the hospital for three months after her marriage.

MR. FRANCIS IRVING, M.P.S., Skipton, Yorks, has been appointed president of the Skipton Golf Club for 1955, the club's jubilee year. Mr. Irving, who qualified as a chemist and druggist in 1901, was until 1936 head of a chemist's business in Skipton which had been in the hands of his family since 1846. He has been connected with the club from within a few months of its inception and is a former captain.

SENIOR UNDER-OFFICER NEIL FERGUSSON, who is the son of Mr. Ian Fergusson (chairman and managing director, Evans Medical Supplies,



Ltd.), received the award of merit for the best cadet at a passing-out parade at Eaton Hall Officers Cadet School, Chester, on December 17.

MR, F. F. MARCHBANK (a former principal in charge of the administration of pharmaceutical affairs at the Ministry of Health) contributed an article on regional prescribing costs to the Manchester Guardian on December 28, 1954.

MR. ERNEST B. CROFT, who is retiring after fifty-three years as a rep-



Mr. E. B. Croft

resentative of S. Maw, Son & Sons, Ltd., joined the business as a junior clerk in 1901, and after workhis way through of most the departments to the position of buyer, he was appointed h is present post as repre-sentative in the West end

London in 1919. MR. L. J. SPARKE, who is also retiring from his position as representative of the company in the Central Midlands, took up that post in 1919 and has remained on the same territory until the present time except for army service during the 1939-45 war. He is a keen motorist and is the holder of many senior awards in re-liability trials held in the Midlands. He is a past captain of the Birmingham and Midlands Pharmacists' Motor Club, and he was the winner of the Midland Car Club Concours d'Elegance in 1936 and 1937.

MR. CHRISTOPHER J. PRATT, who has been appointed work study



and productivity officer to the Association of British Chemical Manufacturers (see p. 2) is a native of Wellingborough, Northants, and was educated Gosforth Grammar School. N o r thumberland and Ruth-erford College of Technology,

Newcastle-on-Tyne. He trained as a metallurgist in the Tyneside plants of Associated Lead Manufacturers, Ltd., and in 1939 took charge of production of proprietary goods with Nicholsons (Newcastle), Ltd. In 1940 he became chief metallurgist with J. W. Singer, Ltd., Frome, Somerset, and in 1945 moved to the Aven Ledio Rubber Co. moved to the Avon India Rubber Co. Ltd., Melksham, Wilts, where he held the post of chemical engineer. In 1946 he was appointed industrial consultant on the staff of Associated Industrial Consultants, Ltd., London, W.1, by whom he was trained in industrial engineering and consulting. He afterwards accepted assignments in that work for various companies, and since 1952 he has been chemcial engineer and manager of the British Filter Division of Eimco (Great Britain), Ltd., and he has also worked for the parent company in America, Canada and Europe.

## **INQUESTS**

Overdose Taken "As a Joke."—At a Liverpool inquest recently the coroner said that, probably more as a joke than anything else, George Black, a lorry driver, Seaforth, had taken a fatal overdose of a drug. Mrs. Black said that in 1951 her husband had a black at the later than the seaforth. blackout while driving a lorry. He had since been under medical care. Tablets had been prescribed for him. Recently he had had some new tablets of which he had to take one three times a day. Before going to bed he had some tablets in his hand and said: "I'll take these and have a good sleep tonight." Mrs. Black said that she knocked some of the tablets out of ten into his mouth. He said. "They won't harm me. I've been taking them for years." When her husband was for years." still sleeping heavily at 10.30 the next morning, a doctor was called, He ordered her husband to hospital. He was dead on arrival. Recording a verdict of misadventure, the coroner said that Black had taken the overdose in

Misunderstanding over Dose. — A pathologist at a Nuneaton inquest recently said he could not say whether the fact that a child had been given an overdose of Nepenthe following an operation for appendicitis at the George Eliot Hospital, Nuneaton, had a bearing on the child's death. The pathologist, Dr. E. N. Trounson, said the child, aged ten, had died through the aspiration of vomit. It might be that twelve times the dose of the drug given to steady a child had affected its reaction to vomiting. A nursing sister said the child's condition was satisfactory after the operation, later becoming restless, and she (the sister) obtained a bottle of Nepenthe. She asked a doctor how much to give, and he told her "One ounce." Having had experience in Having had experience in London, she gave half an ounce, thinking the liquid had been diluted as it came from the children's ward. Asked whether anything was said to the docwhich might make him think that the drug had been diluted, she said she could not remember. Recording a verdict of "death by misadventure," the coroner said there seemed to have been a misunderstanding between the doctor and the sister.

Unusual Accident in Chemical Works.—An inquest was held at Dewsbury recently on Mr. J. W. Petyt, Dewsbury, a process worker, who sustained fatal burns in an accident at the works of J. Brown & Co., Ltd., manufacturing chemists, Savile Town, Dewsbury, on November 3. James Lyons, Liversedge, gave evidence that, at the time of the accident, he was employed as a process foreman in charge of the sulphur extraction plant. He and Petyt took the usual precautionary measures when opening the door of an extractor. As there was no issue of water from it the process appeared to be a "dry batch." About four or five minutes later on turning round and walking away he heard a shout but was unable to see Petyt for there was a lot of steam, and water was flowing on the

floor. Although he could not see for steam he ran through the hot water Petyt. He could not see Petyt and appeared to get him by the back of the neck. Petyt jumped up in a hysterical condition and was later removed to hospital. Lyons, who was scalded on his hand and arm, told the coroner that he had never known a similar in-

#### **DEATHS**

BELL.—On December 1, 1954, Mr. Frederick Alexander Bell, M.P.S., 27

Binner Middlesex. Mr. Moss Lane, Pinner, Middlesex. Bell qualified in 1899.

CLARKE.—On November 13, 1954, Mr. William John Clarke, M.P.S., Elston Cottage, Manor Road, Send Lane, Ripley, Surrey, aged eighty-four.

ECCLESHALL. — Recently, Mr. Alan George Eccleshall, M.P.S., 154 High Street, Stourbridge, Worcs, aged twenty-four. Mr. Eccleshall, who was a native of Birmingham, was educated at King Edward VI Grammar School, Stourbridge, and the College of Technology, Birmingham. He qualified as a chemist and druggist in 1951 and since then has been manager of Hedges Chemists, Ltd., Brierley Hill, Staffs.

GALE.—On December 21, 1954, Mr. William James Gale, M.P.S., 33 Ford Park Road, Mutley, Plymouth, aged forty-nine. Mr. Gale had been for twenty-five years proprietor of Filmers, Ltd., chemists, Plymouth. He served his apprenticeship with C. C. U'Ren, Plymouth, and was a member of the committee of the Plymouth Branch of the Pharmaceutical Society, of which he was also for three ciety, of which he was also for three years social secretary. He is survived by his widow.

MARSHALL.—On November 27, MARSHALL.—On November 21, 1954, Mr. William Benjamin Marshall, F.P.S., c/o Turner & Co., P.O. Box 159, Pietermaritzburg, South Africa. Mr. Marshall qualified as a chemist and druggist in 1899 and passed the Pharmaceutical Chemist examination in 1992. 1902. He was the owner of the business of Turner & Co. He was for a time an examiner to the Pharmaceutical Society of South Africa.

PARSONS.—On November 29, 1954, Mr. Harry Edward Parsons, M.P.S., 7 Brockley Rise, Forest Hill, London, S.E.23. Mr. Parsons qualified in 1907.

RANDALL.—On December 15, 1954, Mr. Howard Randall, M.P.S., 90 Spenser Road, Bedford, and formerly c/o Taylor, Braun & Flood, Ltd., 16 Bromham Road, Bedford, aged forty-seven.

RONDER. — At Edinburgh, on December 21, 1954, Mr. Alexander I. Ronder, M.P.S., 98 Mayfield Road, Edinburgh, 9, Midlothian. Mr. Ronder qualified as a chemist and druggist in 1919

TAIT.—On December 16, 1954, Mrs. Jessie Hood Tait, wife of Mr. David Tait, M.P.S., 92 High Street, Haddington, East Lothian.

WILLIAMS.—At 6 Park Road, Barry, Glam, on December 20, 1954, Mrs. Florence Annie Williams, widow of the late Mr. W. J. Williams, M.P.S.

## **NEW PRODUCTS AND PACKS**

A New Handkerchief Tissue.—The personal products division of Johnson & Johnson (Great Britain), Ltd.,



Slough, Bucks, are marketing a new handkerchief tissue with the title Tender Touch. The pack is illustrated.

Germicidal Aerosol.—Racasan, Ltd., Cromwell Road, Ellesmere Port, Ches, are marketing a new product, the



Racasan Space germicidal aerosol, a combined airborne germicide and deodorant. The "household size" container holds 5 fl. oz. of active material. Pleasantly perfumed, its active ingredients are triethylene and prolylene glycols and a quaternary ammonium compound, dodecoxy-2-hydroxy-propyl - methyldiethanol - ammonium acetate. Space aerosol containers are sent out 1 doz. in a case.

## TRADE NOTES

Change of Strength.—Sandoz Products, Ltd., 134 Wigmore Street, London, W.1, are now issuing Ferronicum brand ferrous gluconate in 0·3-gm. tablets instead of as formerly.

New Strength. — Ciba Laboratories, Ltd., Horsham, Sussex, announce the introduction on January 1 of a new strength of Serpasil tablets: Serpasil forte (1 mgm.), and of Serpasil ampoules (1 or 2.5 mgm. in 1 c.c.).

Lebanon Seeks Trade Literature.—
An Industry Institute in Lebanon is building a library of foreign manufacturers' catalogues. United Kingdom manufacturers are invited to send copies to the Institute at Imm Yanni Komeshian, Rue Hamra, Beirut, Lebanon.

Calls for Tenders.—The Export Services Branch, Lacon House, Theobalds Road, London, W.C.1, announces that tenders are invited from the Union of South Africa for, among other things, ammonium dichromate and for acidifying and alkalinising tablets. A copy of the tender documents may be inspected in Room 805, Lacon House.

Bonus Offer.—James Woolley, Sons & Co., Ltd., Victoria Bridge, Manchester, 3, state that the bonus terms for Phenoda solution (see C. & D., December 4, 1954, p. 568) are application.

able only when such orders are forwarded direct by the manufacturers. Wholesalers will receive the usual over-riding discount applicable on bonus parcels.

New Medical Specialities.—During January, Lederle Laboratories Division of Cyanamid Products, Ltd., Bush

House, London, W.C.2, are introducing two new products: Gevral brand

of geriatric vitamin mineral supplement, and carboxymethylcellulose

ment, and carboxymethylcellulose (CMC) jelly, 4.5 per cent., for use in conjunction with Varidase brand streptokinase-streptodornase. Gevral is being issued in bottle of thirty cap-

sules. Carboxymethylcellulose jelly is

presented in 15-c.c. jar.

Now Tax-free.—Since December 13, 1954, Hypertensan (25's) has been free of purchase tax. The makers are MEDOCHEMICALS, LTD., 178 Pentonville Road, London, N.1. — A. J. WHITE, LTD., Coldharbour Lane, London, S.E.5, announce that purchase tax is no longer chargeable on Neftin (NF-180) furazolidone. Neftin treatment for fowl typhoid and pullorum disease (B.W.D.) is available in packs of 4 oz. and 1 lb.

Brushware on Display. — In the Halex showroom at 9 Conduit Street, London, W.1, is exhibited a complete range of Halex brushware, including tooth and denture brushes, hair, nail, clothes, complexion and shaving brushes and brush sets of all types and sizes packed in display boxes and cases; also shown are combs, boxed, carded and in cases and bubble packs, and plastic sundries such as powder bowls, toilet trays, soap cases, toothbrush containers and nursery ware.

Exhibition on Tour.—Shell Chemicals, Ltd., 105 Strand, London, W.C.2, are taking on tour their exhibition "Epikote Resins and their Uses" (see C. & D., December 11, 1954, p. 595). The exhibition will be put on at the Birmingham Exchange and Engineering Centre, Stephenson Place, Birmingham, 2, January 11-13; at the Central Hotel, Glasgow, January 25-26; and in the Bleachers' Association Assembly Hall, Blackfriars House, Parsonage, Manchester, February 2-3. Invitations may be obtained from the company's divisional offices at 39 Corporation Street, Birmingham, 2; 28 St. Enoch Square, Glasgow, C.1; and 42 Deansgate, Manchester, 3.

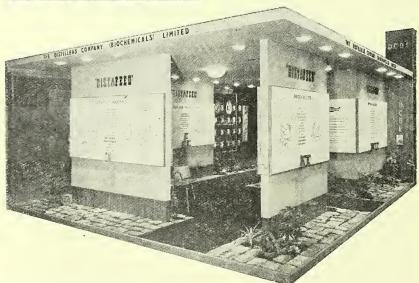
#### **Bonus Offers**

BENGERS, LTD., Holmes Chapel, Ches, offer a choice of three bonus parcels of Benger's food.

DELAVELLE, LTD., 38 Orsman Road, London, N.1, are charging one doz. parcels of Creamoil, 3-oz. or 6-oz. size, as eleven units. New terms are more favourable despite an increase in price.

HERTS PHARMACEUTICALS, LTD., Welwyn Garden City, Herts, are consigning twelve Blue Velvet hand lotion for the price of nine on orders of six doz., twelve for the price of ten on orders of three doz.

S. MAW, Son & Sons, LTD., Barnet, are offering two tubes Arthigon free with each doz. ordered, January 1 to February 26.



FIRST PRIZE FOR EXHIBITION STAND: At the recent National Poultry Show at Olympia, London, first prize for the stand having the greatest combined publicity and educational merit was won by the Distillers Co. (Biochemicals), Ltd., Speke, Liverpool, 19, with the stand shown. The judges were Sir Richard Haddon, C.B.E., Sir Patrick Gower, K.B.E., and Mr. Drummond L. Armstrong. The cup which goes with the prize has been awarded annually since 1948. The stand was designed by Derek Kendrick.

## EQUIPMENT AND ACCESSORIES

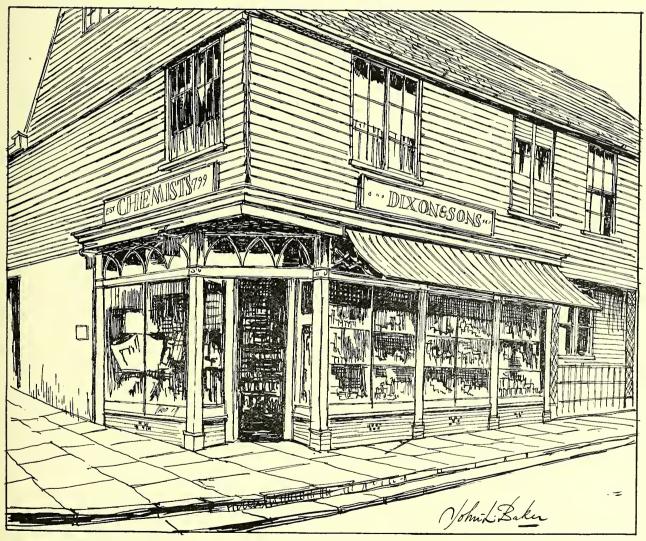
Protective Clothing.—Suitable working clothes can make the worker more efficient and more confident, as well as adding greatly to the ease with which he can do his work. More important, they increase considerably his personal safety. Northide, Ltd., Impervia Works, Queen Street, Stockport, stock over 200 different sizes and types of protective gloves and clothing including garments in the North fabric-supported polyvinyl chloride. Also made are safety gloves in chrome leather, hide, cotton, asbestos, etc. The North series of garments are characterised by resistance to abrasion, chemicals and water, great strength and wearing life. The fabric-supported gloves are made in fingered, one-finger mitt and full mitt types, and in two finishes: rough (for hard wear and

non-slip grip), and smooth (for use with injurious chemicals). They are produced in a characteristic red colour, which has the effect of concentrating the operator's attention on the job in hand, and assists him to judge distances more accurately when handling equipment. The gloves are exceptionally resistant to abrasion and are unaffected by a wide range of acids, alkalis, greases, spirits and waxes. Recent additions to the range include "ribgrip" gloves with raised ribbed palms and fingers enabling the wearer to take a firm hold of wet or greasy objects; heavy-duty gloves specially suitable for applications involving excessive abrasion; lightweight gloves; ventilated gloves for use in hot temperatures; and laboratory gloves, for laboratory use, with anhydrous

hydrofluoric acid and similar dangerous chemicals.

Fitting Out a Pharmacy.—Specialists in the field of pharmacy fitting since 1910, Myers of Old Street, Unisec House, 133 Old Street, London, E.C.1, offer their services without obligation in meeting the inquirer on the site, taking fullest details and measurements; preparing drawings and plans of the buildings and of the pharmacy and dispensing fittings and shopfront if required; planning structural and other alterations where necessary, and obtaining and getting all consents under Local Authority and Town and Country planning regulations. A booklet, "Unisec the Standard Reference to Pharmacy Fitting," is available free on request.

## PHARMACIES OF BRITAIN—31



THE PHARMACY OF DIXON & SONS, EAST GRINSTEAD

Established in 1799, the pharmacy has a modernised front incorporating much nineteenth century woodwork inside. The clap-boarded building itself is, however, probably eighteenth century. The town is full of old houses—some of the mediæval period—with mossed roofs.

### **BRITISH VETERINARY CODEX**

## Address by chairman of formulary subcommittee

AT a recent meeting of the Edinburgh and South-eastern Scottish Branch of the Pharmaceutical Society, Mr. A. G. FISHBURN (chairman, formulary subcommittee of the British Veterinary Codex Committee) spoke on the British Veterinary Codex. He said that there had never been a particularly close link between veterinary medicine and pharmacy. It was only in comparatively recent times that there had been an efficient distribution system for phar-maceutical products throughout the country. Until that had been estab-lished, it was impracticable for outlying districts to use the pharmacist as a source of supply for animal medicines. treatment had been in the hands of relatively unskilled persons who had advocated all manner of beats. dvocated all manner of herbal brews" based upon secret remedies handed down through generations. Most of the ingredients for such brews" were from plants collected locally, thus little business came the way of the chemist or apothecary. When the profession of veterinary medicine and surgery had been created and various teaching establishments set up, lecturers had found it necessary to write their own textbooks in order to establish some standardisation of drugs and preparations for which there was a rational use. Those were based almost entirely on corresponding products used in human medicine, and the early veterinary pharmacopœia owed much to the British Pharmacopœia of that time. With the more scientific approach to veterinary medicine came research on animal diseases and the development of new synthetic drugs and biological products, many intended solely for animal treatment. By that time the control of medicines for the treatment of human diseases was through the analytical specifications of the British Pharmacopæia, supplemented by the wider monographs of the British Pharmaceutical Codex. There was no corresponding routine for establishing standards for animal medi-One of the professional responsibilities of the pharmacist was to maintain the quality of all drugs at the highest level compatible with reasonable prices. The Pharmaceutical Society accordingly approached the British Veterinary Association and the Royal College of Veterinary Surgeons with a view to collaboration in the production of a veterinary codex.

#### Presumptive Standard

The British Veterinary Codex set a presumptive legal standard where hitherto no standard had existed. That meant that a purchaser of an animal medicine, requested by its B.Vet.C. name, was entitled to expect the article supplied to be of B.Vet.C. quality. That might be the first step in bringing veterinary medicine into line with the Pharmacy and Medicines and Therapeutic Substances Acts. In the absence of a standard there was a tendency to degrade a product to the lowest level that could be tolerated. The process began with a small de-

basement by a manufacturer to make the product cheaper. Eventually everyone was forced either to follow suit or to give up supplying the product. An impartial standard was vital. A second important contribution made by the Veterinary Codex was that it gave status to a product. In many countries the British Pharmacopæia and the British Pharmaceutical Codex were widely accepted as authorities, and it was hoped that similar prestige would be acquired by the British Veterinary Codex and that the distribution of British products overseas would thereby be facilitated. Thirdly, the B.Vet.C. provided a much needed uni-

formity of strength and dose. The Codex would do much to establish a liaison between the veterinary and pharmaceutical professions. Used by students of veterinary medicines, it would enable them to appreciate the part played by pharmacists in the manufacturing of veterinary medicines and the maintaining of standards for them.

PROFESSOR BODDIE (Royal Dick Veterinary School) acknowledged the debt of gratitude owing to the Pharmaceutical Society for their interest and help in producing the Veterinary Codex. He forecast a future where there would be a gradual increase in the dispensing by the chemist of prescriptions written by veterinary surgeons for the treatment of animals. Mr. F. J. D. McDougall (chairman of the Branch) presided.

### ADVANCES IN THERAPEUTICS

### Queen's physician's address to Glasgow Branch

THE speaker at a meeting of the Glasgow and South-western Scottish Branch of the Pharmaceutical Society, held recently was Professor Edward J. Wayne, M.D., F.R.C.P., (regius professor of medicine, Gardiner Institute, Glasgow University) who was recently appointed honorary physician to the Queen in Scotland. MR. W. G. CARMICHAEL (chairman of the Branch), introducing Professor Wayne, said that the Professor's first chair was that of pharmacology and therapeutics at Sheffield University and when he was appointed to the staff of the Royal Infirmary in that city, his activities in clinical science and clinical medicine had full scope. Professor Wayne's research interests at first were in cardiology and in the study of the action of drugs used in cardiac disease. More recently, he had taken up the study of endocrinology, particularly the investigation and treatment of thyroid disease.

#### Variations in Response to Drugs

PROFESSOR WAYNE, the subject of whose address was "Some Recent Advances in Therapeutics," said that he would like first to mention advances in general therapeutics, those advances that had become commonplace to the pharmaceutical profession. There was a growing appreciation of what was termed variation in individual response to drugs. It was now realised that the differences in dosage necessary to give the same effect in individuals, or the dosage necessary to give toxic effect was a function of biological reaction. The sensitisation reactions that sometimes occurred gave rise to serious toxic side-effects, and the study of those reactions were of special importance in toxicology. In the critical approach to therapeutics, the essential feature was not the use of statistics but the use of control remedies. The patient was given an inert tablet or injection to find out if one could produce the desired effect before an active drug was tested. Unless some test of that kind was made, it was easy to over-assess the value of a drug. In testing the new hypnotics, inert tablets were given to certain

patients. It was interesting to note that at least 30 per cent, said that they had enjoyed a good night's sleep. Some of the newer drugs had unpleasant side effects. In asthma, ACTH was useful. Iron deficiency anæmias still responded to ferrous sulphate though there was some evidence that ferrous gluconate was better tolerated. Intravenous treatment should be reserved for resistant cases. The treatment of thyroid disease with radioactive iodine involved the patient in nothing more than taking what seemed to be a drink of distilled water. The actual quantity of radioactive substance used was about 1-millionth of a millionth of a gram. 80 per cent. of that went directly into the gland. Improvement showed after three to four weeks and 80 per cent. of the patients were completely cured after six months, without any side effects. About 20 per cent. needed second courses. In reply to a question, Professor Wayne said that if radioactive isotopes were to be dispensed in a hospital there must be a physicist on the staff and the precautions were so considerable that he could not imagine therapeutic doses being dispensed outside a large hospital. The lecture was illustrated by lantern slides.

## MEDICAL FILMS

#### **Dundee Branch evening**

FILMS on the "Uses of Terramycin" and "Treatment of Burns" were shown at a joint meeting of the Dundee and Eastern Scottish Branch of the Pharmaceutical Society and the Dundee Branch of the British Medical Association recently. Afterwards the meeting was addressed by Dr. Margaret C. Muir (president, Dundee Branch, the B.M.A.), and by Mr. C. W. Macfarlane (a member of the Society's Council). Both speakers mentioned the co-operation between doctors and chemists in the town, and suggested ways in which that could be furthered. Questions of the legibility of prescriptions and of closing hours were mentioned by both speakers, and Mr. Macfarlane gave some guidance to chemists on matters of general pharmaceutical interest.

# PHARMACEUTICAL INDUSTRY IN 1954

N any review of recent pharmaceutical developments the impact of the National Health Service inevitably takes a foremost place. For the pharmaceutical industry the year 1954 has been shadowed by the mounting pressure exerted by the Health Departments to secure economies in the small proportion of N.H.S. expenditure accounted for by the cost of drugs.

# Profits "Not Excessive"

The investigations into the costs and profits of manufacturers and wholesalers that were instituted in 1953 have been continued, but the accountancy problems involved in dealing with such a complex industry, and the difficulties of arriving at any clear-cut principles of price and profit assessment, have precluded any general settlement being reached so far. The investigation into the "levels of earnings" of a representative sample of manufacturers of nonproprietary drugs and wholesalers did, however, proceed to a stage that enabled the Minister of Health on October 25 to make an interim statement: that the investigation had "not so far suggested that the general level of prices in this field is excessive." In this connection, it is instructive to compare the trend of drug prices since the inception of N.H.S. with the price trend of goods and services generally. The Interim Index of Retail Prices (the "cost of living index) shows an average increase in 1954 over 1938 of about 13 per cent. whereas drug prices, according to THE CHEMIST AND DRUGGIST Drug Index, have increased by only about 7 per cent, over the same period. Another line of investigation that has been pursued by the Ministry is into the costs of manufacture of four groups of "basic drugs": antibiotics, vitamins, hormones and insulin. No statement has yet been made that any conclusions have been reached in that investigation.

The acceptance by the Health Departments in 1950 of the Cohen Committee's recommendation that proprietaries in categories 2, 3 and 4 should be prescribable under the N.H.S., subject to satisfactory price arrangements being made with the manufacturers, foreshadowed action which, in the year under review, has caused great concern to the industry. On May 10, the Minister of Health announced in the course of a House of Commons debate that cost and profit investigations had been undertaken covering ninetyone proprietaries accounting between them for 30 per cent. of the total cost of proprietaries to the National Health Service and 18 per cent. of the total drug bill. The investigations had been completed into one group of proprietaries and, as the Ministry had not been able to reach agreement on price with the manufacturers concerned, it was proposed to ask doctors not to prescribe those particular preparations under the Health Service. That request was later issued by the Ministry and the Department of Health for Scotland in respect of three proprietary asthma inhalants.

In the meantime, discussions had been opened between the Ministry and the Association of British Pharmaceutical Industry on the principles which the Ministry had in mind as applicable to the determination of "fair and reasonable" prices for proprietaries in categories 2, 3 and 4 generally. The Ministry then held the view that it was suitable, in that field generally, to allow a profit margin within the range usually allowed for Government contract work (i.e.,  $7\frac{1}{2}$ -15 per cent.). The Association of British Pharmaceutical Industry considered that to implement the Ministry's proposals would be most damaging to the stability and progress of that section of the industry which makes the greatest contribution to research and export trade. Their reasons for that view were set out in a detailed memorandum. As a result of further discussions, it was agreed that the A.B.P.I. should submit an alternative scheme to the Ministry. That was done towards the end of the year and the scheme is now being examined by the Ministry.

It was recently announced that the Guillebaud Committee, which is reviewing the present and prospective cost of the Health Service, had completed its taking of evidence. The A.B.P.I. submitted a 20-page memorandum to the Committee in July 1954, and gave oral evidence in October. The memorandum described the structure and operations of the pharmaceutical industry, with particular reference to its research and development activities, whose nature and importance were explained in some detail. The recommendations of the Joint Committee on Prescribing were discussed. and an account was given of the reasons for the world-wide trend towards the prescribing of medical specialities under brand names and of the significance of that development in the British industry's efforts to expand research and export trade. Evidence was cited to illustrate the effect of competition in limiting profits in the industry, and the need was stressed for the industry to maintain out of profits its building and plant at the highest level of efficiency and to expand its research activities to the level required by international competition for supremacy in the pharmaceutical field. An assessment of the resultant effect of several conflicting tendencies concluded that the inter-related factors of increasing longevity and continued progress in pharmaceutical research, though offset by productivity advances, would indicate the likelihood of a rising trend in N.H.S. drug expenditure. On the other hand, it was pointed out, the enhanced efficiency of modern drugs contributed significantly to savings in other N.H.S. costs-notably the heavy cost of hospital care.

A further extension of central contracting for hospitals took place on July 1, when Welsh hospitals began to order their drugs under contracts negotiated with manufacturers by the Ministry of Health. Central contract arrangements have continued for hospitals in Scotland and Northern Ireland. Joint contracting by several adjacent Hospital Management Committees has also been undertaken in a few areas.

N.H.S. problems apart, the industry has enjoyed a period of reasonable stability and has maintained its home and export sales at a satisfactory level, though there has been a marked tendency for profits to decline on account of intensified competition. Research and development by the industry—an interesting account of which was given in a series of articles in The Chemist and Druggist in May and June—has produced many valuable drugs for human and veterinary use, some twenty-four of which were granted exemption from purchase tax in the Treasury Order that became operative on December 20.

## Pharmaceutical Exports

By the end of November, exports of pharmaceuticals had exceeded £30 millions. They should reach at least £32 millions for the year, against £31.7 millions in 1953. It is difficult vet to estimate the full effects of the recent dock strike, though it is noteworthy that exports in November were £400,000 less than in September and October. Although United Kingdom exports of penicillin salts and preparations for injection for the first eleven months of 1954 amounted to 39.4 million mega units, against 39.7 million in the same period of 1953, the sterling value was only £2.6 millions against £3.6 millions, thus showing the effect of the fall in world prices. There have been marked increases in exports this year of vitamins (£1.1 millions to £1.9 millions), sulphonamide preparations (£1-1.7 millions), and miscellaneous proprietary medicines (ethical and publicly advertised) from £5.8 millions to £7 millions.

Representatives of the industry met members of the Chinese mission during its visit to the United Kingdom in June and July this year. It is now reported that orders for considerable quantities of chemicals and antibiotics have been secured by firms participating in the recent return visit of British businessmen to Pekin.

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# Unanswered Questions

A BACKWARD glance at the past six years—the six years of the National Health Service—and especially at the serious difficulties into which prescription pricing fell, cannot but raise speculations how far those difficulties were the outcome of the Ministry's initial refusal to make adequate provision for handling the enormously greater numbers of prescriptions that would, even on underestimates, fall to be handled. One most deplorable result, undoubtedly, was the impossibility of checking extravagant prescribing. That in turn caused the shifts to which the Ministry resorted in efforts to reduce the nation's drug bill. We are tempted to ask a number of questions, to which, maybe, it is unlikely that answers will be forthcoming.

What part had the Ministry's professional advisers in that first wrong attitude? Technical considerations were involved; if the medical and pharmaceutical officers were consulted, were their views wholly ignored? Are the technical advisers happy at the refusal, even now, to contemplate a return to full pricing in all areas?

Do they consider that  $1\frac{1}{4}$ d. per prescription is an accurate assessment of the cost of containers?

Do they regard the shilling prescription levy as an incentive to economy—or to extravagance?

Are they satisfied with the Cohen Committee's elaborate classification of proprietary medicines?

Do they accept the view (implicit in that report) that the only proprietary preparations superior to standard drugs are the select few in category 1?

Whatever the answers, it is evident that in recent years the official policy has on a number of occasions failed to command acceptance by the medical and pharmaceutical professions. It cannot but be detrimental to the National Health Service that the responsible department persists in a policy that does not command the support of the professions.

# A Welcome Assurance

OCCUPIERS of business premises throughout the country, alarmed at the prospect of substantial increases in their rating assessments as an outcome of the revaluation of properties for the Valuation Lists to be introduced early in 1956, have doubtless noted with relief an assurance recently given by the Minister of Housing and Local Government. In a written reply to a question in Parliament whether he was aware of the anxiety experi-

enced by traders and other business people about the basis of the current revaluation of properties, Mr. Sandys said that, now that all rating valuations are made on a national basis by the Inland Revenue (from February 1950), bias would be eliminated; the elimination of bias would benefit other types of property, such as shops and business premises. The anomaly with which traders have been mainly concerned for some time is that shops, offices, etc., were being assessed on present day values, while dwelling houses were being valued on 1939 figures. Notwithstanding the assurance given by the Minister, traders (and possibly householders too) should accept as inevitable that their assessments will be increased, for the Minister said it should not be assumed that ratable values of dwelling houses would not go up. Increases in the assessments of business premises must be expected for this reason: that, while normally revaluations are carried out every five years, the one that should have taken place in 1939-40 was postponed owing to the outbreak of war. The last quinquennial revaluation took place in 1934, when the present assessments of many ratable properties were fixed. Since the basis of valuation of shop premises continues to be the annual rental value, and since the rental values of those properties have been increased substantially in the interim, it follows that the assessments of business premises will rise. In some areas certain properties have been revalued since 1934. For those, only adjustments may be required. In concluding his statement the Minister said: "We cannot yet be sure how the new basis of assessment will work out. I can, however, give an assurance that, so soon as the effects can be fully measured, the Government will review the position and will consider whether any changes are necessary."

# Overseas Trade in November 1954

THE figures of United Kingdom trade recorded for November 1954 again reflected the unsettled conditions following the dock strike of the previous month. The total of United Kingdom exports was only £196.5 millions, while imports rose to the very high figure of £333.8 millions. Re-exports totalled only £5.5 millions.

It is clear that the November figures record the clearance of a larger proportion of the imports held up by the strike than of exports. That was to be expected, since most of the ships that entered the strikebound ports were carrying import cargoes which had to be unloaded before the goods awaiting shipment for export could take their place. This difference was accentuated by the fact that importers usually wish to obtain release of their goods from the ports as quickly as possible (and particularly so in that month, in view of the shortages of various kinds that were developing towards the end of the strike), so import documents tend to be cleared and recorded rather more quickly than export documents. It seems a fair inference that the value of imports recorded for December will be less inflated than in November, while exports may be expected to show an increase compared with the previous months.

The value of exports of drugs, medicines and medicinal preparations fell to £2,365,990, and that of proprietary medicines to £590,724. Total penicillin exports during the month were worth £192,972 (against

£294,776 in October), penicillin salts accounting for £90,047, while antibiotics other than penicillin were valued at £332,474. Increases over the previous month's figures were shown by insulin at £45,517, sulphonamides at £164,158, aspirin at £81,918, and antihistamine preparations at £35,674. Among the other drugs, etc., for which individual export statistics are published, vitamins were at £129,063; alkaloids (except quinine) at £72,581; barbiturates at £38,517; ointment and liniments at £66,930 and antipaludics at £42,618.

Face powder, lipstick and similar cosmetics shipped overseas during November were valued at £208,441, whilst dentifrices and toilet soaps were valued at £107,608 and £133,873 respectively.

On the import side, medicinal preparations showed a rise proportionate to that of the country's total imports. Vitamins were worth £134,467; antibiotics, £575,597; alkaloids, £161,220; proprietary medicines, £44,107, and unclassified medicines, £227,025. The value of menthol showed a steep rise to £35,662, representing 21,185 lb. in quantity.

# Onward from Galen

# A CURRENT CAUSERIE

LIKE children who accept without question a sootless Santa Claus, we must henceforth half believe in the immanence of the sage whose name this column bears. For we have received from Galen a message approving our excursion last week (p. 652) into seasonal merriment, and though it bears a mundane postmark, the address given by the sender himself has a mesmeric effect that dissolves scepticism. Here is the communication:—

Die Saturnii 25.XII.54 (A.D. Notation) Terrestrial Healing Dept., 2 Heavenly Court Blest Mansions

#### Transcript of Radio Telegram

Regret all 1954 allocation laurel wreaths, guerdons, nobel awards already distributed stop forwarding per interplanetary rocket line two (2) complete sets hearty congratulations (with bars) for author(s) of page 652 stop have directed special attendance on him (them) during 1955 of three journalistic graces verity, levity and relativity stop vive le C & D! stop may your atomic mushroom ever grow less.

Thank you, Galen! Your words are tonic and euphoric.



BACK to bookplates! Mr. Nicholas Herdman, M.P.S. (the Distillers Co. (Biochemicals), Ltd.) sends the handsome engraved oval, here printed actual size. As sent, it is of a

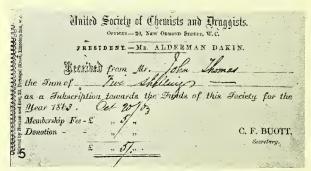


rich brown colour and "most useful and decorative," as he says he has found it during the seven years since he first began using it. "My signature," he adds, "looks as appalling on a fly-leaf as elsewhere," but even those whose signature is able to achieve fly-leaf status undisgraced could well feel that the professional calligrapher has put the Herdman bookplate in a higher flight.



MR. John Thomas, who earlier in the year sent in an advertisement prospectus of this paper dated 1856 (C. & D., June 26, p. 677) has again been rediscovering "ancient" documents. He sends us this time a receipt, dated 1863, for his father's subscription to the United Society of Chemists and Druggists, together with a folder setting out the officers, objects and "suggestions for a proposed Act of Incorporation." Alderman Dakin was president. Among the vice-presidents were James Burgoyne, Thomas Burbidge, Mr. Alderman Bowker, all well-known trade names still, not to

mention personalities like Thomas Goadsby (an ex-mayor of Manchester), H. M. Noad, F.R.S., William Herepath, and Alfred Preston. For a body whose general committee was "upwards of one hundred firms in the trade" the membership fee was modest. No gentleman was expected to pay more than 5s. per annum, though they were "earnestly entreated" to subscribe to the Benevolent Fund. For 2s. 6d. a member could acquire a certificate "suitable for framing." Two points of interest may be picked out from the "proposed Act." One is that, at an annual registration fee of 12s. per chemist and druggist (and "all Assistants and Apprentices 6s. each, or at an optional



fixed fee ") the estimated income was £20,000. The second was that "it is not intended in any way to interfere with the Pharmaceutical Society, which, it is hoped, will co-operate with the United Society in promoting a measure of such vital importance." The Society, while counselling patient endurance, confidently anticipated a successful issue. That came, of course, five years later in the Act of 1868.

# A PHARMACIST'S ANTHOLOGY

INASMUCH then as the ideas in any one mind are a promiscuous company muster'd at random, ther wil be such disorder as Reason can perceive and may hav skill to amend; but tho' we grant her art valid in principle and salutary in effect, the debit of failure is heavy in her accounts. Yet we discredit not all medicine because ther be incurable maladies that end in death,nor yet because the leech, when he is call'd in to heal an indigestiv stomach, can hav no dealing directly with the embroil'd co-ordinating cells, and, for the lack of any intelligent knowledge of their intimat bickerings, wil hav recourse to palliativs and sentimental assurances of favorable conditions, exercise and air, hoping thus to entice them to a better behaviour, or observing some chemical excess in their chyme wil deftly neutralise it with a pinch of salt. From "The Testament of Beauty," by Robert Bridges

# "MULTUM IN PARVO"

# 1954 from the retail pharmacist's point of view

by a spate of pharmaceutical legislation which must have gladdened the hearts of the parliamentary draftsmen. The new charter was with us, also the Pharmacy Act, 1953, and we who had gone to sleep as chemists and druggists awoke to find ourselves pharmaceutical chemists. Sleep, that great healer, had healed the sectionalised register and unity of title prevailed. Did we rush to have new labels printed and facias altered? Probably not. "A rose by any other name smells just as sweet." The Council of the Pharmaceutical Society also started the new year well: they met on New Year's Day; alas, not only to congratulate themselves on the new titles, but also to approve the alteration to the by-laws calling for an increase in the retention fees!

Those events were a reminder of the long struggle for unity of thought and purpose in the profession so earnestly sought after by that great fighter for retail pharmacy, George Arthur Mallinson, founder-secretary of the National Pharmaceutical Union, whose death on December 31, 1953, was a great shock to his many friends and colleagues. In January, London pharmacists lost one of their champions when George Tocher died in retirement at Saltdean. Many well deserved tributes were paid to these two saltwarts, none more fitting than that by their lifelong colleague, A. E. Bailey, in the pages of THE CHEMIST AND DRUGGIST.

Early in February, chemist contractors were informed that claims made on their behalf for an increase in remuneration had been rejected by the Ministry of Health, and on February 11 a conference of Pharmaceutical Committee representatives challenged that rejection. Reduced fees for the supply and fitting of elastic hosiery and trusses were also rejected by the Conference, and it was agreed that a full-scale inquiry into all aspects of pharmaceutical remuneration should be commenced, in a form to be agreed between the Ministry and the Central N.H.S. Committee. A film show in London attracted over 350 metropolitan pharmacists to the Conway Hall for the "London première" of a film on "The Pricing of Prescriptions" by Mr. G. H. M. Graham. It was the first event of its kind since the war. In Scotland a scheme had been devised whereby doctors were to be informed of their prescribing costs, and in the pharmaceutical Press the hope was expressed that the same would soon be possible in England and Wales.

Early in March our friends across the Irish Sea successfully established their right to supply medicines and surgical appliances to the public under the proposed Health Scheme legislation in Eire, thereby following in the steps of their English, Welsh and Scottish colleagues. The Leeds Branch of the Pharmaceutical Society honoured Mr. T. Heseltine (president of the Society) at a testimonial dinner, he being one of the "local lads who had made good" in retail pharmacy, both local and national. Later in the month the first conference of the Welsh branches of the National Pharmaceutical Union was held at Porthcawl.

## A Headache for Contractors

No purchase tax alterations caused sleepness nights in April, but a more insidious headache was on the way: incomplete prescriptions had to be referred back to the prescriber before submission to the pricing bureaux. The requirement applied to all classes of prescriptions at first, and although some latitude was later allowed, the Ministry of Health would not permit any "dodging the issue" for Schedule IV, Dangerous Drug and antibiotic prescriptions. Just what a headache that was going to be was not visua-

lised by many at the time. All now know better. The Executive Councils' Association submitted evidence to the Guillebaud Committee, suggesting a ceiling on the amount of "oncost" allowed on expensive prescriptions. In April, too, agreement was reached with the Ministry of Health that a joint inquiry into dispensing costs should be undertaken.

The "new look" register arrived in May. Fellows were there designated with an "F." Mr. E. A. Brocklehurst and Mr. H. Steinman, both retailers, were elected president and vice-president respectively of the Pharmaceutical Society. The red and white roses were thus united in office. In Wales, a member of the Council of the Society (Mr.



FLASHBACK 1: Professor André Morette, Paris, and Mr. C. Ahr, Rheims (guest lecturers on a visit to Britain organised by the Franco-British Pharmaceutical Commission) seen with Dr. D. McCall (left) and Professor R. D. Lockhart at the school of pharmacy, Robert Gordon's College, Aberdeen (May 6).

Gwilym Hughes) was elected mayor of Colwyn Bay. Retail pharmacists were picked on by the Birmingham city analyst in his report on the sampling of vitamin tablets. It appeared that many mistakes had been made in labelling, and a lot of tablets were not supplied in air-tight containers. Three new Councillors took their seats on the Society's Council as a result of the elections, one each from retail, academic, and hospital pharmacy, and all from the South of England. The Minister of Health advised doctors not to prescribe certain named asthma preparations whose prices he had been unable to agree with the manufacturers. Annoyance was felt at the short notice given, and the opinion was expressed that such actions would lead to more difficulties in the already complicated structure of stock-keeping of ethical preparations.

With high summer among us according to the calendar, the Annual Special Issue of The Chemist and Druggist once again established a new "high" in pharmaceutical journalism. Articles on the city of Oxford, venue of the 1954 British Pharmaceutical Conference, colour photography, mercury and acacia, reminded us of our pharmaceutical past, present and future. A not insignificant decision of the Ministry of Health was that dispensing labels were an advertising medium covered by the National Health Service regulations, and that only the approved phrases could be used on such labels.

July saw the conference of Pharmaceutical Committee representatives resumed to discuss the future of prescription pricing, retailers being informed that pricing would be up-to-date by September. No hope of immediate full pricing of every account was forthcoming. North-east England chemists met at Harrogate in July under the aegis of

FLASHBACKS 2 and 3: Alderman W. Deacon, C.B.E., M.Sc., M.P.S., Bridgwater, receives a portable radio set from fellow members of the Somerset Branch of the Pharmaceutical Society (October 28), Mr. J. W. R. Richardson, Rochdale, receives a cheque and wallet from colleagues in the Pharmaceutical Society's Rochdale Branch (April 26).





the National Pharmaceutical Union and discussed the distribution of welfare foods, prescription pricing, and N.P.U. Branch activities. It was announced that 1,200 contractors would be asked to take part in a joint inquiry on dispensing costs. Methylpentynol hit the headlines about that time, to the embarrassment of many retail pharmacists. Counter sales tended to increase, but the Society issued a "prescription only" warning. In London, three borough councils complained of the lack of after-hours service on the part of pharmacists. In Wolverhampton it was agreed to be the doctor's responsibility to supply the immediate dose of an urgently required preparation, or to find a chemist able to supply it.

About the time many were going on their summer holidays a reminder was given by the president of the Society of the consequences of neglecting to pay retention fees, both personal and in respect of premises. In August also details of the new pricing arrangements in England and Wales were also made known. Contractors with small-sized bundles would, from August onwards, have all their prescriptions fully priced, and from October onwards other contractors would, in turn, sort their prescriptions in "doctor order" and have those prescriptions priced in full.

In September the British Pharmaceutical Conference met in Oxford under the chairmanship of Dr. H. Davis. So far as retail pharmacists were concerned it appeared that the ingredients of the Conference were nearer to the ideal than for some years previously. The symposium session dealt with tablets, and the Branch Representatives' meeting dealt with developments in manufacturing, hospital and retail pharmacy. The choice of speakers and the subject matter was much closer to the wishes of the pharmacist engaged in retail practice than in previous years.

In October the Society's Council forsook the rarefied atmosphere of Bloomsbury Square for the more invigorat-



FLASHBACK 4: Members of the British Pharmaceutical Conference, 1954, make their way up the Oxford Town Hall stairs to be received by the city's mayor and mayoress (September 13).

ing air of the North Wales coast. At the invitation of the mayor and Council of Colwyn Bay, it honoured the Principality by holding its first meeting of the Council in Wales

# An Expensive Item

October saw the release for prescribing on Form EC10 of aureomycin and Terramycin. The full range of those preparations, which most retail pharmacists were obliged to carry, constituted an expensive item of stock, bringing another headache in stock-keeping problems. The results of experiments in connection with barrier creams and allied preparations were announced by the British Pharmaceutical Commission, with a request that the formulas should be examined from a practical point of view by any interested pharmacists.

Giles, the cartoonist of the Daily Express, saw fit to issue a special drawing on the occasion of the publication of the out-of-hours dispensing facilities in the County of London. Although the 130 pharmacists had been available for some years to dispense "urgent" prescriptions, the occasion was the first time sufficient publicity had been given to the service provided. The London Medical Exhibition opened on November 15, but pharmacists were not thereby compensated for the lack of the Chemists' Exhibition. The question "Are there too many chemists' shops?" was aired at meetings of pharmacists in London and Southampton. The CHEMIST AND DRUGGIST also carried an article on that controversial subject. At a meeting of the Wembley Branch of the Pharmaceutical Society, a Council member outlined a scheme for the subdivision of the Register into groups. The circle was thus complete, the "caste" system having been abolished at the beginning of the year. Retail, wholesale, academic and hospital pharmacists were to be separated in sections.

December brought with it an announcement that a special subcommittee of the Education Committee of the Council of the Pharmaceutical Society had been set up, with representatives of all branches of pharmacy, to study the reformulation of educational policy. Throughout the year a significant feature of the pharmaceutical Press, so far as the retailer was concerned, had been the many excellent articles on shopfitting, display, agriculture and veterinary matters, together with a series of technical articles on photography.

1954 saw many fundamental changes: the Register unified; a partial return to full pricing; increased retention fees; first-class journalistic articles; two more inquiries; and a more stringent attitude towards incomplete prescriptions. Not too bad a year in many respects, and one in which little criticism had been levelled at the profession as a whole! The future is before us: it is nothing more than the past viewed through a different window. George Orwell's 1984 hangs over us. Big Brother in the shape of the public eye looks at us, but learning by our past errors and fulfilling our belief that we are here to serve our public, we look forward to the New Year ahead with confidence in our leaders and ourselves.



FLASHBACK 5: Members of the drama group of the Square Association (the students' association of the School of Pharmacy, London University) stage a production of "Pink String and Sealing Wax" (April 3).

# THE YEAR IN **SCOTLAND**

TO the average Englishman, if there is such a being, a North Briton suggests a savage living in remote fastnesses, spending his spare time a-chasing the deer. The North Briton, for his part, has been feeling for some time that Hadrian's iron curtain has been breached in several places, allowing a trickle in one direction and a spate in the other, and it is perhaps understandable that when he has his foot on his native heath, he prefers to be known as a Scot. Enigmatical as this may seem, there was more than a mere change of name attaching to the now properlyconstituted Scottish Department of the Pharmaceutical Society. Opportunity was taken in the supplemental Royal Charter to give a surer foundation to conditions that had worked since 1886, but had hung by the slender thread of a Council resolution. So 1954 has seen, with the Charter, a clear recognition of the special position of the Ancient Kingdom, and a tendency for that once subver-sive symbol of independence and hardiness—the kilt—to make its reappearance on official occasions.

All are familiar with what happens to smooth water when a stone is thrown into it, but the consequences of such an action when the vehicle is chloroform water, and the thrower of the stone the Select Committee on Public Expenditure are more difficult to assess. The ripples may spread to an extent greater than appeared likely at first. The pharmaceutical service has been running smoothly and efficiently, and Scottish contractors have a special interest in what is taking place at the Health Centre at Sighthill, Edinburgh, where a full pharmaceutical service is being given. Judging from published figures, the public is making increased use of the Sighthill pharmaceutical department, where an extended service is being given in the evenings for an experimental period. The process may become extended indefinitely, since such facilities are easier to start

During the year business development has resulted in the merging of the honoured name of Duncan, Flockhart & Co. with that of T. & H. Smith, Ltd. Though the name Duncan, Flockhart is to be continued, it seems a pity that that fine old firm should no longer be an independent concern. It is perhaps fitting that the firm of Smith, an important name in the early days of the Society in Scotland, should now incorporate both John Duncan's firm and that of John Mackay, the first secretary of the Society in Scotland.

1955 brings the Conference back to Scotland, this time to Aberdeen. The town and neighbourhood have much to offer the visitors.

# THE YEAR IN NORTHERN IRELAND

IN Northern Ireland, 1954 was a comparatively uneventful year. Counter and photographic sales matched those of the preceding year, and increases in the number of Health Service forms, and in the number of prescriptions per form, were so slight as to be negligible.

During the year the Northern Ireland General Health Services Board, in consultation with the local Pharmaceutical Committee, extended the Belfast rota to include chemists in areas abutting the city boundaries, and rotas of late service were also instituted in Ballymena, Bangor, Cooks-

town and Downpatrick.

The Council of the Pharmaceutical Society of Northern Ireland introduced regulations restricting the number of occasions on which students could sit for the Part 1 examinations to three times (except that, if the answers warrant it, the board of examiners may permit a candidate to sit a fourth time). It is hoped that the new regulations relating to the examinations will be introduced after Royal Assent has been given to a Bill (shortly to be introduced) to establish a Poisons Board in Northern Ireland. The Bill has received the attention of the Council of the Society.

## Watch on Proposed Legislation

The Ulster Chemists' Association, as usual keeping the closest watch on developments affecting the interests of members, has shown much interest in proposed legislation for controlling shop hours. In early Spring, after agreement reached at Joint Council meetings, a deputation consisting of members of the Ulster Chemists' Association and of the Associates' Section attended jointly at Stormont an interview with the Special Joint Select Committee on Shops Legislation. The viewpoint of pharmacists was then clearly put forward. It was pointed out that the very nature of the pharmacist's work requires continual concentration throughout his hours of duty, and that, in the interests of the public, a pharmacist should be neither required nor allowed to work a long day. The Joint Select Committee, in its report, recommended that the trading of chemists and druggists should come under the control of the Northern Ireland Health Services Board. The recommendation of a general closing order of 10 p.m. called forth protests from many trades, and is generally looked upon as a most retrograde step.

FLASHBACK The outgoing president of the Ulster Chemists' Association (Mr. H. G. Campbell) passes on the chain of office to his successor (Mr. W. H. Boyd) (December 8).



In April the chairman of the Associates' Section (Mr. G. E. McIlhagger) was invested with the Association's first badge of office of chairman-a valuable silver-gilt badge of which the Section may be justly proud. Later in the year Mr. McIlhagger, who is a representative of the hospital pharmacists, had the honour to be elected to the Council of the Pharmaceutical Society of Northern Ireland. Also during the year the Associates' Committee offered to the Council of the Society prizes for the examinations in pharmaceutics and physics at June and at Christmas. The prizes were open to all students, but it was pleasing to note that both recipients (Messrs. James Webb and William J. Barnes) were student members of the Section.

The Northern Ireland C.F. Committee welcomed to Northern Ireland, as guest speaker at meetings organised in Belfast, Coleraine, Londonderry, Omagh and Portadown, Mr. C. Green, from the Chemists Federation headquarters in London. The C.F. outside representative also worked amongst Northern Ireland chemists for five weeks.

In May a Northern Ireland branch of the Photographic Dealers' Association was re-formed with Mr. A. H. Leitch as *Chairman* and Mr. P. R. W. Shinner as *Secretary*. The branch has acted vigorously in the interests of dealers in the area.

# THE YEAR IN THE IRISH REPUBLIC

HE year just closed has been one of more than ordinary THE year just closed has been one of more all motable import in Irish pharmacy. It witnessed several notable achievements, but also developments of a State kind which gave much cause for concern. Twelve months ago the Council of the Pharmaceutical Society of Ireland was fighting an ably directed and strenuous battle to secure pharmacy's rightful place in the health legislation then before the Dail. The outcome so far is satisfactory in that the State has accepted unreservedly the principle that all compounding and dispensing under its health laws should be done by pharmacists. Early 1954 saw also the coming into operation of the new Barbiturate Regulations, which at first gave rise to some anxiety, but would now seem to be operating more satisfactorily, with a better understanding and co-operation on the part of the medical profession. In April the Minister for Health showed a fitting appreciation of the rôle of pharmacy in the sphere of national health when he invited the Society to nominate a representative on the reconstituted National Health Council. Pharmacy is lucky in having a capable and effective voice at Health Council deliberations in the person of the Society's vice-president (Mr. P. F. McGrath).

# Minister Opens College

The highlight of the year was the brilliant function on June 14, when the Minister for Health officially opened the Society's new College of Pharmacy at Ballsbridge, Dublin. It was a great occasion, which brought together representatives of many other professions in the Republic, to congratulate the Society on having attained such a worthy home, and a dignity and status of which Irish pharmacists can well feel proud. The autumn saw for the first

time for many years a vigorous contest for seats on the Council. That was a healthy and invigorating development, and the voting showed the laudable extent to which members were interested in the affairs of their Society. It also gave decisive and democratic endorsement to the policies being followed by the Council in face of many critical issues. On the financial side the Society's treasurer was able in October to present an excellent balance-sheet, despite the heavy expense entailed in purchasing and reconstructing the new headquarters. The closing months of 1954 have been times of testing and anxiety. In its appearance before the Fair Trade Commission the Society had taken a strong stand against anything infringing upon the professional status of chemists when carrying on their purely professional practice of compounding and dispensing. To vindicate the rights of Licentiates, the Society has taken the matter to the High Court, and the issue will be legally determined early this year. The bright aspect of all this new burden placed on the Council is the great volume of moral support which has swung behind it in this critical legal battle, and the practical support given in the generous subscriptions already sent to the "Fighting Fund." Last but not least, just as the curtain was beginning to fall on 1954, the Council were presented by the Minister for Health with the heads of a new Pharmacy Bill, and their observations sought. In the history of the Pharmaceutical Society, no Council, surely, has ever been faced with heavier responsibilities or graver tasks. They can and will be equal to the burden, but they should and must receive the utmost loyalty and support from all members and licentiates until victory for the vital principles they are championing is assured.

# HOSPITAL PHARMACY IN 1954

HE year 1954 will for long figure prominently in the minds of hospital pharmacists throughout Britain. During the past twelve months much has been achieved, but the lamentable shortage of recruits to this branch of the profession still remains a major problem. It is a problem that must be solved in order to prevent a breakdown of the service.

During 1954 a number of senior officers left the hospital service to take up posts in other branches of pharmacy that offer more lucrative returns and better prospects. At the other end of the scale the service failed to attract new entrants. It is fortunate, therefore, that active preparative work was done during the year to bring the salary structure up to the required level. Public pharmacists' salary negotiators, after reaching a critical position where differences of opinion became acute, were eventually able to resolve the differences, and the staff side of Committee C finally agreed upon a draft claim for submitting to the management side secretary. Hope is renewed for a satisfactory agreement following that claim.

Whitley Council agreements are, of course, important milestones on the road to improvements in salaries and conditions of service for hospital pharmacists, and 1954 has seen the approval of four such agreements. Two of fundamental importance deal with rates of pay for pharmaceutical students (pre- and post-graduate) and with special leave and expenses for purposes of post-entry training.

The other two agreements, though important, have a more limited application, referring to salaries of chief pharmacists in mental hospitals and to sickness payments, and are really corrections of anomalies in previous agreements.

#### International Activity

It is hoped that the "ad hoc" committee formed during the past year to deal with the hospital pharmacy section of the International Pharmaceutical Federation will emulate a similar body set up by their French colleagues in 1953 at the Paris Federation Meeting, and give rise to a successful series of meetings at the F.I.P. in London in 1955. It is encouraging to note that hospital pharmacy is playing a more prominent part in the Federation's activities.

The long-awaited report on the hospital pharmaceutical service appeared as a summary of the report of the Linstead Committee to the Central Health Services Council Report published in July 1954. For the first time in the history of hospital pharmacy a fairly comprehensive picture of the service in England and Wales became available. In spite of repeated requests, the full report has so far not been published, and until it is, employees in the service are deprived of information which no doubt would be invaluable. The truth about hospital pharmacy is brought to light in this important report and, if its recommendations are adopted and carried out, the future



Muffler Time is 'Kepler' time! Mothers realise how valuable 'Kepler' is during the winter in providing extra nourishment, promoting sturdy growth and building up defence against infection. On

their guard against the severity and possible epidemics of the coming months, they will be asking you for 'Kepler'—not only for the children, but for the adults in the family too! If your stock of 'Kepler' is not large enough to deal with this winter's demand, order now. Protects the bodies it builds

# 'KEPLER'

COD LIVER OIL WITH MALT EXTRACT



BURROUGHS WELLCOME & CO. (THE WELLCOME FOUNDATION LTD.) LONDON

# Savlon

# a popular antiseptic cream containing 'Cetavlon'



Savlon is a new antiseptic cream containing as its active constituent the well-known quaternary ammonium compound—'Cetavlon'.

Designed to appeal to a wide section of the public, Savlon can be recommended by the pharmacist with full confidence in its efficiency and safety for a great variety of uses

including first aid treatment of wounds, cuts and burns, treatment of common skin complaints, prevention of napkin rash, c.

Every customer is a potential user of this modern all-purpose cream which is on sale only through the pharmacy.

Retail price 2/6d. per tube. Trade price 1/9d. per tube.

LINK UP WITH THE NATIONAL ADVERTISING BY DISPLAYING SAVLON ON YOUR COUNTER

Large advertisements are appearing in DAILY HERALD, DAILY MAIL, DAILY MIRROR, NEWS of the WORLD, PEOPLE, SUNDAY PICTORIAL, READER'S DIGEST, WOMAN'S WEEKLY WOMAN'S OWN, JOHN BULL, GLASGOW SUNDAY POST, AND BELFAST EVENING TELEGRAPH. FULL POINT-OF-SALE SHOW MATERIAL IS AVAILABLE.

IMPERIAL CHEMICAL (PHARMACEUTICALS) LTD., WILMSLOW, MANCHESTER

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Ph. 483



of the individual hospital pharmacist and the service as a whole should be improved considerably.

The various aspects of the service were focused at the British Pharmaceutical Conference at Oxford in September, first during the chairman's opening address on "National Health Service and Pharmacy," and again at the Branch Representatives' meeting, where three papers (including one on hospital pharmacy) dealt with "Developments and Changes in Pharmaceutical Practice in Postwar Years." A number of hospital pharmacists made their contribution to the Science Sessions by reading papers or in the general discussions.

Throughout the year many hospitals continued to improve and extend their existing pharmaceutical departments, but unfortunately some were forced to close down certain sections owing to shortage of staffs. The additional year to the life of the National Health Service has seen a further standardisation of various aspects of the hospital service, and in consequence the technical and administrative problems confronting the pharmacist are beginning to form a common pattern. Central contracting, for instance, was introduced into a few new areas, and there was a movement to codify the methods used in hospitals for efficient control of drugs in wards. The British Standards Institution formed a subcommittee to formulate a standard for Dangerous Drug cupboards in wards. Pharmacists continued to receive the occasional warnings about the unfortunate consequences resulting from incorrect storage and inspection of drugs in their own and other



FLASHBACK 9: Miss M. Barron-Boshell (now Mrs. E. Barany), chief pharmacist, Central Middlesex Hospital, shows a distilled-water assembly in the hospital's new sterile department to Sir Hugh Linstead, O.B.E., F.P.S., M.P., and the chairman and vice-chairman of the hospital. (February 12.)

departments in the hospital.

The future of hospital pharmacy is in the balance. It is possible that it will be decided by the outcome of the latest salary claim. Pharmacists in the hospital service look forward to 1955 with the hope that it will bring about a change of fortune.

# HOSPITAL PHARMACY FORUM

# EXTRA-PHARMACEUTICAL AFFAIRS

HRISTMAS time is not the period of the year most conducive to constructive thinking about hospital problems: there are too many distractions. The staple diet of turkey and plum pudding relieved by sweetmeats, drinks and all the seasonable surfeits associated with the festival tend to produce a somewhat roseate outlook and relaxed attitude to life. Even the supplies officer turns out to be a decent sort of chap in these circumstances, and there seems for the moment little left to grumble about.

## "Golden" Opportunity

The pantomime caused us a bit of trouble, of course. The demand for make-up and various stage effects came late, as usual, and there was quite a flap to get the stuff prepared in time. We use burnt umber as a pigment for our duskies. Of course, as purchased from the drysalters, it is somewhat coarse, and is certainly not safe to rub all over the skin. So we lixiviated it. Our apprentices (postgraduate, of course) had never practised lixiviation, so that provided a golden (or somewhat darker) opportunity. The lixiviated material was collected, filtered, dried and baked at 150° C. for one hour, then finely ground. In that form the pigment may be incorporated in a freshly-prepared gel of zinc hydroxide, to which is added some finely sieved zinc oxide and a little glycerin as humectant. A variety of shades can be produced by using a mixture of burnt umber and yellow ochre prepared in the same way. No copyright is claimed in this technique, and enthusiastic readers are welcome to cut this out and preserve it for next year.

The jollifications on the wards have been suitably assisted by a somewhat lenient view of the number of prescriptions for brandy that have appeared lately. After all, they were all correctly written and signed—but it is strange how nearly every ward should suddenly need brandy on Christmas Eve.

Christmas is an excellent time, too, for unloading all unwanted packing materials. Corrugated card, brown paper, string, boxes, some of the more attractive (and non-returnable) bottles are all avidly taken up by the sisters

for making decorations or packing parcels. Aluminium painted poppy heads were popular one year and we still keep one or two of the better (unpainted) samples to show to the students in our materia medica lectures. From the beginning of November we save all usable packing material so as not to disappoint our clients. It becomes an encumbrance towards the end, but happily all the material has now been removed from the department.

The gay atmosphere of the festivity is still evoked by the numerous Christmas cards that decorate the chief's office. Some of them are really expensive cards, works of art worthy of a longer life than the brief twelve days usually accorded to them. The sending of Christmas cards seems to be a growing rather than a diminishing habit. Our own personal list numbers over a hundred. It is a little saddening, however, to feel that in so many cases the greeting, which should represent a sharing of joy at the commemoration of the birth of Jesus Christ, should have become a purely "commercial mailing." Many of the cards, though printed by (or for) pharmaceutical firms, bear the signatures of friends well known for many years. These are welcome indeed, and the sincerity of the greeting is not in doubt. It is the other kind we deplore. No fewer than twelve commercial advertisement cards and three calendars were consigned immediately to the w.p.b. as being quite irrelevant to Christmas and representing a deplorable ignorance of its meaning.

## And so to the New Year

It must be quite an expense to send out so many beautiful picture cards, and I suspect that some degree of competition exists between the advertising departments of the firms concerned. At any rate, there's a lot of "keeping up with the Jones's." Cui bono, as the lawyers would say (don't let us drop Latin from pharmacy!). Pro bono publicist, mainly, I think. I could think of a score of firms whose services I should require and respect whether I received a card or not. I wish I could convince the others that no amount of publicity would induce me to buy. But the year is nearly over—now to our good resolutions!

# THE MARKETS IN 1954

Because supplies were scarce many crude drugs and essential oils doubled and even trebled in value during the year. Pharmaceutical chemicals were generally firm, but competition from abroad caused domestic manufacturers to absorb increased freight and labour costs

N outstanding feature common to all markets during 1954 was the persistent firmness displayed by so many -commodities, especially in Crude Drugs and Essen-TIAL OILS. At the beginning of the year many prices had already started to recover from the low levels established during the previous year. Although buyers held off making purchases except for small quantities to meet their immediate requirements, prices at origin continued to rise. There were small or no stocks in the warehouses, for in the face of little demand, instability of prices, and high warehousing costs, merchants had been reluctant to take anything into stock. Expectations of a break in prices of BOTANICAL Drugs as the new crops became available were dashed, for the United Kingdom was not alone in experiencing inclement weather. Floods in the prairies of Canada made the gathering of SENEGA impossible for much of the usual

gathering time, with the result that supplies became (as they still are) very scarce, with a value up to 23s. 6d. per lb., against 15s. a year ago. BUCHU prices registered one of the highest percentage rises on the year for at 7s. a lb. it was more than three-and-a-half times higher than a year ago, and the quality of the leaves considerably inferior. The other important South African drug, ALOES, also underwent a spectacular rise, its value more than doubling in the twelve months, with the peak apparently not yet reached. A hurricane which hit the West Indies during the autumn damaged the Curacao plants, and stocks of aloes there were virtually cleared out by November. All pharmaceutical GUMS shared in the rising market. ACACIA arrivals in the Sudan were well below those of 1953. The price of good

clean sorts on the London market in May was 135s, per cwt., against 100s. in the previous year, and by December it had risen to 162s. 6d. TRAGACANTH prices hardened in the autumn and with more demand for KARAYA in consequence the same price pattern was set for available supplies of that gum. CAMPHOR remained scarce throughout the year, with no offers from China during most of the time. MENTHOL was sold by that country at well below world values probably by way of barter transactions. It was evident, however, in July, when the value had fallen to around 28s. per lb., duty paid, that a reversal of the trend was imminent so soon as demand picked up for the winter. Price recovery began with a report from China at the beginning of September that barter transactions in menthol and peppermint oil would not be allowed in future. By December the value of both had doubled. For the greater part of the year good quality Chinese Rhubarb was difficult to find.

# Interest in Rauwolfia

Considerable interest was shown in RAUWOLFIA SERPEN-TINA. Agents from the United Kingdom, United States, France and Germany visited India to negotiate larger purchases but the exporters were already fully committed and could do little extra before the Indian Government suddenly imposed a total ban on the export of the root. The ban was imposed in April, and remained in force until November, when there was a partial relaxation. The spot price paid in December was around 26s. per lb., a high price compared with the level at the beginning of the year when offers for shipment were at 4s. 6d., c.i.f. Buyers of CASCARA SAGRADA appeared to have made purchases too early this year to obtain best terms. At the time when most of the big purchasers normally buy their year's requirements of the bark, the market was steadily rising. It subsequently fell as increased amounts arrived at the collecting centres in the United States. Contributing largely to the changed circumstances was a lumber strike, the labour being free to divert its attention to peeling the cascara trees. No interest appeared to be shown by buyers or sellers of PORTUGUESE ERGOT. Supplies of ergot from other countries were offered from time to time. In SPICES most commodities displayed a firm tone. GINGER became particularly dear, the African rising from 90s. per cwt. to 240s. and the Jamaican from 115s. to 250s. Some easing, however, took place early in December for the African variety which closed the year at 225s. CLOVES remained fairly steady throughout 1954 until November, when under pressure of increased shipments easier terms were quoted for spot supplies. TUMERIC rose steadily from being freely available at 130s, per cwt. to being difficult to find at 230s. Block LIQUORICE juice was quoted dearer in May, and demand appeared always to exceed supplies. Domestic consumption rose considerably with the derationing of sweets, and demand from abroad was also greater with the general easing of import restrictions in many countries. Furthermore the root was scarcer as much of the ground in which it once grew is now being cultivated with more profitable crops—cotton in Turkey and vines in Italy, etc. Other commodities that were difficult for the greater part of the year were IPECACUANHA, QUILLAIA, COCHINEAL and SARSAPARILLA. The strike of dockers in London and other ports during the whole of October aggravated the supply situation, cargoes destined for the U.K. being diverted to Continental ports and in some instances taken back again to the port of origin. One to two months was the minimum time reckoned to be necessary to get supplies back to normal. Export control of a number of botanicals originating in the U.S. and other hard-currency areas was lifted in October. Among those affected were QUILLAIA bark, WITCH HAZEL leaves, HYDRASTIS, WILD CHERRY bark and LOBELIA. It was significant that ipecacuanha and senega were not included in the list: their omission was linked with the difficulty in obtaining supplies.

All Aromatic Seeds finished the year with higher values than in 1953. The rise in the price of ANISE was caused by crop failures and heavy Continental buying on the London market. Dutch old-crop CARAWAY created a premium over the new crop which is expected to be inferior in quality. Business passing in CELERY has been for the Indian, the French being too dear for average buyers. The dear price for Morocco Coriander has more or less been maintained throughout the whole year and some buyers have been kept going on Danubian. English was neglected during the early part and now supplies are extremely short. There has been a steady business passing in CUMIN throughout the year with Cyprus the biggest seller. DILL attracted little attention with the result that spot supplies were not always available. Fennel, however, was freely offered but buyers displayed little interest. English MUSTARD was in short supply for many months owing to weather conditions. Supplies are now coming forward but the quality is not good.

### Pharmaceutical Chemicals

Manufacturers of Pharmaceutical Chemicals had a good year, though their profit margins were, because of competition, not always maintained. The competition was particularly noticeable in antibiotics and vitamins, the former being reduced in price in March and October. Losses sustained from the lower selling prices were partly made good by increased efficiency in manufacture, and by higher turnover. Traditional markets for United Kingdom chemicals, like Australia, lifted most of their import restrictions, whilst other countries also adopted a more liberal policy towards imports as their balance-of-payment positions improved. Trading in the domestic market was also at a higher level than in the previous year, but the gains made were less spectacular on the pharmaceutical side than in the heavy or industrial chemicals.

CHEMICALS		December 1953	December 1954	
Aspirin	Per lb. oz. lb. cwt. lb. cwt. oz. oz. lb.	s. d. 4 6 24 1 23 5 84 6 11 6 2 8 205 0 44 9	s. d. 4 6 25 9 23 5 84 6 26 6 2 7 205 0 44 9	
Tartaric acid	cwt. lb. lb. cwt. gall. cwt.	210 0 17 6 18 0 114 0 5 6½ 299 0	230 0 40 6 29 0 120 0	

A report issued in March by the chemical industry stated that expansion plans for the years 1952-57 were estimated at £230 millions against just over £190 millions at the end of 1948. Output during 1954 was at a high level. In the first half it was 12 per cent, higher than in 1953 and two-thirds higher than in 1948.

## New Factories

Many new plants went into production in 1954, among them one for the production of SILICONES, which formerly had been imported from the United States. Good progress was made elsewhere towards completing two SULPHURIC ACID plants, both of which are to use indigenous sulphur material. Work also went ahead with factories to produce the more recently issued antibiotics OXYTETRACYCLINE and AUREOMYCIN. The latter is now wholly manufactured in this country, and to manufacture and refine oxytetracyline £2½ millions was invested in a plant at Sandwich. More demand for the two antibiotics arose when they became freely available to prescribers on November 1.

The year opened with reductions in the bulk price of ETHYL ALCOHOL and METHYLATED SPIRITS. Whilst in 1953 prices of CAFFEINE and THEOBROMINE fell considerably, the extent of the movement was insignificant compared with the unbroken recovery that occurred during 1954. THEOBROMINE ALKALOID rose at almost monthly intervals from around 18s. in January to 40s. 6d. per 1b. CAFFEINE ALKALOID, which also began the year at around 18s., rose at less frequent intervals to 26s. 6d. Among other chemicals in short supply were many of the LITHIUM SALTS, a large part of the domestic production being taken up by Government contracts. Domestic production of a few chemicals was curtailed when it was found cheaper to import than to manufacture them here because of small demand.

The demand for PIPERAZINE grew rapidly as its pharmaceutical applications widened. Increasing quantities are now used in the preparation of anthelmintics for human as well as veterinary use and as an intermediate in the production of antihistaminics. This brought an increasing call for ETHYLENE DIAMINE (used in the production of piperazine) at the same time that the use of ethylenediamine tetra-acid was growing popular as a sequestering agent. Up to now all ethylene diamine has been imported but one manufacturer is laying down a plant for its manufacture in this country.

CITRIC and TARTARIC ACIDS were in tight supply for most of the year, but particularly during the summer months. Importers had difficulty in getting supplies from Continental sources where production was sold months ahead at one time. Domestic citric acid prices nevertheless, were unchanged, though tartaric rose by £1 a cwt. Manufacturers of MERCURIALS had to issue new schedules at frequent intervals to bring them in line with the metal. MERCURY prices soared from just over £60 per flask in January to £110 in October. Coinciding with an increased world demand (particularly by the U.S.) for the metal, there occurred a fall in production in Spain. The mines in that country changed over to new furnaces, and it was reported that they suffered "teething troubles" for a time, but some improvement was evident by the end of the year, though the price remained at its peak level on the London market.

#### Export Price Adjustments

ZINC OXIDE was considerably more stable than in the previous year, and the two price changes (each increases of £3 per ton) were made within a month of each other. Competition by Japan brought the Chilean CRUDE IODINE down by 2s. 6d. per kilo in May, but in November the price rose by 4s. 10d. per kilo. The rise was attributed to the Chilean Government's devaluation of the peso rate in relation to the U.S. dollar. While that move ought to have meant cheaper iodine for countries buying it, Chile is so dependent on imports that it was forced to adjust the export price to compensate for the increase prices it has to pay for imports. Japanese iodine immediately moved up to just under the Chilean rate. Prices of IODIDES and IODINE PREPARATIONS were altered in sympathy each time. One manufacturer announced the successful synthesis of the Tropane Alka-LOIDS (HYOSCINE excepted) on a full commercial scale. New schedules showing easier prices were introduced shortly afterwards, but towards the end of the year firmer indications became manifest.

#### Essential Oils

ESSENTIAL OILS provided a firm market throughout the year, making the consumers buy cautiously. Like the crude drugs, the oils were severely hit in 1952-53 after the boom of 1951. That caused production to cease or almost cease in many places, and stocks became depleted as collectors turned their labour to more profitable crops. Once the change was realised at the consumer end, more buying interest was shown, particularly by the United States, in such oils as LEMONGRASS. That oil was subject to the greatest price fluctuation among the oils, for at the beginning of January quotations for spot supplies were at around 8s. a 1b. Afterwards they increased steadily, a few pence at a time, to 9s.  $4\frac{1}{2}$ d. By the end of April a slight easing took place as new-crop offers were received. The decline was arrested at the beginning of July, when the price stood at 8s. 6d., and thereafter the value climbed week by week until at the end of October it had reached 22s. During the past two months quotations have declined to around 18s. 9d., nominal. Spectacular rises were also recorded in the prices of Chinese oils. ANISE became scarce on the spot, and week by week it was necessary to report "no shipment offers." The price range was from 7s. 9d. in January to 19s. 6d. in December. Chinese PEPPERMINT (Arvensis) aroused little attention during the first eight months of the year and the price moved up and down between 18s. and 21s. per lb. As with menthol a firmer tone was noted early in September, and by the end of the month the value had risen by 6s. to 27s.; at the end of October the value was 30s., and the year closed with the price at 44s, with supplies difficult to locate. CITRONELLA prices improved more steadily. The Ceylon oil was offered at 3s. 6d. per lb. in January, but by the end of September it had reached a nominal price of 11s. Thereafter, with lessening demand, the price began to ease, and by the end of December spot supplies could be obtained at 8s. Firm conditions also prevailed in PALM-AROSA, with as much as 6s, sometimes added to the pound price in a week. Crops of LAVENDER were much below normal on account of the wet summer. Production of oil in France was expected to be at only one-third of its usual scale, so that by October the French distillers were reluctant to quote and prices of available material commanded a high premium.

During March it became known that the Board of Trade would consider issuing licences for the import of certain American essential oils that had been barred from the London market on account of dollar payment difficulties. That had an immediate effect on the price of such oils as SPEARMINT, of which it was known that the U.S. had a large exportable surplus through over-production. CITRUS oils were also easier, and that brought protests from Jamaica, where an industry in citrus fruits had been started especially for the United Kingdom market. The Jamaicans declared that they could not possibly compete with the Americans, who offered their oils at uneconomic prices to dispose of their over-production. A fact-finding mission is in Jamaica to find out (among other things) whether a subsidy is necessary for the industry.

Essential Oils		December 1953			December 1954	
	-1.	Per		Per		
	1	s.	d.	S.	d.	
Anise		7	$10\frac{1}{2}$	19	6	
Bergamot		82	6	80	0	
Clove, Madagascar leaf		12	0	12	6	
Citronella, Ceylon		3	9	7	11	
		5	Ó	5	ô.	
Eucalyptus, 70-75%		_	-	_		
Peppermint, Chinese		21	6	44	0	
Italian		52	0	68	0	
Lemongrass, E.I		8	0	*18	9	
Patchouli, Penang		57	6	60	0	
Vetivert, Bourbon		107	6	90	0	
Palmarosa		37	6	62	6	
		40	0	*100	ŏ	
Lavender, 40-42%	• • • •	40	U	100	U	
*Nominal.						
Prices include duty where app	licable			1		

# TRADE REPORT

The prices given are those obtained by importers or manufacturers for bulk quantities or original packages. Various charges have to be added whereby values are in many instances augmented before wholesale dealers receive the goods.

LONDON, DECEMBER 29, 1954. With the Christmas holidays restricting the number of trading days, and inquiry at its seasonal low level, price changes were few during the week. Because of its strong position at origin, Chinese MENTHOL added another one shilling per lb. to its value, making it 51s. on the spot. From January 1, ACETALDEHYDE and PARALDEHYDE are being reduced by £5 per ton.

#### Crude Drugs

AGAR. — Kobé No. 1 on the spot is from 16s. 9d. per lb., duty paid. Shipment, 14s. 4½d., c.i.f.

Areca NUTS. — Quotations are about 45s. per cwt. for Ceylon material on the spot. Shipment, 42s. 6d., c.i.f.

ASAFŒTIDA.—Persian block is from £10 to £14 per cwt., duty paid, as to quality.

BELLADONNA. — Root testing 0.42 per cent. is offered at 2s. per lb. and LEAVES testing 0.514 per cent., at 3s. 6d.

BENZOIN.—Sumatra block on the spot is firm at from £27 10s. to £32 per cwt.

BISMUTH METAL.—Minimum rate is 16s. per lb.

Buchu. — Scarce. No direct shipment offers. Spot is 7s. per lb. nominal.

Menthol.—Dearer. Chinese is now 51s. per lb., duty paid and shipment, 49s., c.i.f. Waxes.—Bees'—Dar-es-Salaam, spot 510s. per cwt., with December-January shipment, 485s., c.i.f.; Sudanese, 475s.,

duty paid and 435s., c.i.f.; Abyssinian, spot, 480s., duty paid, and shipment, 425s., c.i.f. Candelilla.—Spot is 570s. per cwt. forward, 570s., c.i.f. Carnauba.—Prime yellow on the spot is 900s. per cwt., shipment, 815s., c.i.f.; fatty grey is 570s. on the spot; shipment, 540s., c.i.f. Montan.—Reibeck, crude, 115s. per cwt., spot. Spermaceti.—Case lots are about 2s. per lb.

WITCH HAZEL LEAVES.—Firm at 1s. 9d. per lb. on the spot.

#### **Essential and Expressed Oils**

Bergamot. — Spot value is about 80s. per lb.

BIRCH TAR.—Rectified is about 14s. per lb. in 1-cwt. lots.

CADE.—Spanish is about 2s. 3d. per lb. on the spot for 1-cwt. lots.

CAJUPUT. — Spot supplies are 15s. 6d. per lb. for 1-cwt. lots.

CALAMUS. — Imported oils are offering from 70s. per lb.

DILL. — B.P. English-distilled oil is quoted at 60s. per lb. Imported oils are offered at from 32s. 6d. per lb.

EUCALYPTUS.—Australian 70 to 75 per cent. eucalyptol on the spot is 5s. per lb., and 80 to 85 per cent., 5s. 6d. Spanish, 70 to 75 per cent., 4s. 11d., duty paid.

GERANIUM.—Bourbon is 82s. 6d. per lb. on the spot and Algerian, 76s. 6d.

HYDNOCARPUS.—Spot is scarce at 2s. 2d. per lb

ORIGANUM. — In original containers the price is 13s, to 14s, per lb.

Orto of Rose.—Spot offers are in the region of 250s, per oz. for Bulgarian. Original containers of Anatolian are quoted at £300 per kilo.

PATCHOULI. — Penang is 60s. per lb., duty paid and 53s., c.i.f.

PIMENTO. — English-distilled nominal with imported at 55s. Rectified leaf (imported), 27s. 6d. per lb. Berry is from 62s. 6d.

SAGE.—Spanish is offered at from 8s. per lb. and Dalmatian at 50s., duty paid.

Sassafras. — Brazilian on the spot is 8s. per lb.

SPEARMINT. — Offers of U.S.P. quality vary between 32s. 6d. and 38s. per ib. on the spot.

VETIVERT.—Bourbon in original drums on the spot is 90s, per lb.

# UNITED STATES REPORT

New York, December 28: Activity was seasonally light in Drugs and Fine Chemicals, with no price changes. Demand for Antibiotics was reported to be moving at good levels, as was the call for Caffeine.

Higher per lb. among crude drugs were Cape Aloes at 38 cents (up two cents); and Buchu at 48 cents (up five cents). Linalyl acetate was higher at \$5.00 per lb. (up 25 cents), and Lemongrass oil at \$2.65 (15 cents).

# CHANGES IN RETAIL TRADING, 1850 TO 1950

# The "chemists' and druggists' trade" analysed

A BOOK entitled "Retail Trading in Britain, 1850-1950," by James B. Jefferys, published recently, studies trends in retailing with special reference to the development of co-operative, multiple-shop and department-store methods of trading.

## Number of Multiple Shops

The first half of the book surveys the distributive trades from 1850 to 1950. It claims to give, for the first time, estimates of the total number of multiple-shop branches in existence in the United Kingdom between 1875 and 1950, and estimates of the participation of the different types of retailer in the total retail trade of the country and in the retail trade of individual commodities between 1900 and 1950.

Thus the number of multiple shop branches in the chemists' goods trade is estimated to have risen from twenty-eight in 1885 to 1,044 in 1920 and to 2,508 in 1950. The author writes that Jesse Boot had shown in the 80's and 90's that multiple-shop methods could be applied to the "skilled and individual trade" in chemists' goods, and that the expansion of his company from the turn of the century was rapid—from fifty branches in 1895 to nearly 400 in 1910. Other firms in the trade were Taylors Drug Co., Ltd., Day's Southern Drug Co. and Timothy White & Co., Ltd.

In 1900 the share of the multipleshop organisations in the sale of chemists' goods was 13-15 per cent.

Covering all trades in 1914 there were in existence sixteen firms with over 200 branches each. Boots Pure Drug Co., Ltd., was one of them. It had, in that year, a total of over 500 branches.

The book shows the steady advance of large-scale retailing during the century. Multiple-shop retailers are estimated to have had a 14-17 per cent. share of the total national trade in chemists' goods in 1920. In 1939 the share was 33-37 per cent. Large-scale retailers of chemists' goods (i.e., cooperatives, department stores and multiples) had in 1920 less than the 20 per cent. average share by large-scale retailers for national retail sales in all trades, but in 1939 the share was, at 42 per cent., higher than the average for all trades (34-35 per cent.).

age for all trades (34-35 per cent.).

Of the very large firms only Boots Pure Drug Co., Ltd., had grown mainly by the opening of new branches; the increase in size of other companies resulted chiefly from amalgamations. In the chemists' goods trade the development of multiple-shop trading was practically the story of the development of one or two firms. In the inter-war years the control of manufacturing facilities by multiple-shop retailers continued to be important.

Developments during the century included resale price maintenance, the author commenting that "the retailer was replacing the links with his fellow retailers, hitherto based on an

affinity of skill and craftsmanship, with links based on an affinity of business and commercial interest."

In the second half of the book each trade is dealt with individually. The chemists' and druggists' trade is covered in chapter 15. In a description of the nineteenth-century background of the trade is recalled the failure of the Pharmaceutical Society's appeal to the House of Lords in 1880, when it was held that a limited liability company was not a person within the meaning of the Act of 1868 and consequently could use the title chemist and druggist. That decision made possible the rise of the limited liability companies in the chemists' trade.

#### Decline of Producer-Retailer

Prior to 1914, the growth of whole-sale manufacturing of drugs and chemicals and the production of branded and packed proprietary medicines led, says the book, to a decline in the rôle of the chemist as a producer-retailer who made and sold his own goods and prepared his own remedies. It also led to an increase in the sale of medicines by retailers outside the chemists' trade proper. The chemist of 1914 still practised a skilled trade, dispensing prescriptions and undertaking some preparation and packing of his own remedies. But there were already signs that the whole character of the trade was shifting from that of a leisurely and skilled profession to one in which "the economics, salesmanship, rival claims and bustle of the market place played a significant part."

Those changes continued in the post-1914 era, the retail chemist practically ceasing to undertake any manufacturing. Price - cutting virtually ceased, and the range of goods stocked widened. The chemist of 1950 had gone further along the road he was already travelling in 1914. He was protected by Acts of Parliament in his sales of poisons and in his National Health dispensing.

The development of multiple-shop trading is outlined. The following table, adapted from one in the book, shows the relative importance of the largest multiple-shop firms in the chemists' and druggists' trade, 1900-50.

	Total Branches of Firms with Twenty-Five or More Branches			
YEAR	PROPORTION CONTROLLED BY			
1 Line	THE LARGEST	THE TWO		
	Firm	LARGEST		
	% .	Firms %		
1900	65	89		
1910	66	80		
1920	69	79		
1925	61	75		
1930	57	85		
1935	54	90		
1939	56	90		
1950	56	. 89		

The author notes that, from the start, the multiple organisations em-

phasised price appeal. Faced with difficulties in obtaining supplies from wholesale chemists who disapproved of their price policy, they developed their own manufacturing organisations. The success of multiple-shop trading policies was one of the factors that led to the severe price war of the '90's and to the formation of the Proprietary Articles Trade Association.

Co-operative societies began to establish separate chemists' shops in the inter-war years. By 1937 there were 420, and the number increased rapidly in the years that followed, largely through the purchase of existing chemists' shops, until there were about 720 in 1946. In 1900, the proportion of total sales of chemists' goods undertaken by co-operative societies was under 1 per cent.; by department stores under 1 per cent.; by multiples 6.5-8 per cent.; and by other retailers 90.5-93.5 per cent. In 1950 the figures were respectively 4-6 per cent.; 3-4 per cent.; 35-39 per cent.; and 51-58 per cent.

It is noted that throughout those years Boots Pure Drug Co., Ltd., not only controlled more retail branches than any other multiple-shop organisation, but had an average turnover per branch of two to three times the average turnover of the branches of other multiple shop firms.

By 1950 the small-scale independent chemist, thanks to his flexibility and the provision of personal service, appeared to be equally as strongly rooted in the smaller markets of the towns and rural areas, as the multiple organisations were in the "strategic positions in the trade."

#### **Future Trends**

Future trends indicated are, according to the writer, larger shops selling chemists' goods, a widening range of goods stocked, and the introduction of self-service in certain sections of the chemists' trade. It is suggested that parts of self-service grocery units will be set aside for the sale of chemists' goods such as toilet preparations and first-aid items. The author believes that, if the trade develops in that way, the large-scale retailers, particularly the multiples, will increase their share of the total trade. On the other hand, the rôle of the small-scale independent chemist in the smaller shopping areas and in rural areas is unlikely for a long time to come to diminish greatly. A reversal of the present practice of resale price maintenance might make the consumer purchase at a lower price at the larger self-service unit, rather than at a neighbourhood pharmacy.

The author qualifies his forecasts by pointing out that they are very tentative as the course of Government action on such issues as payment for National Health prescriptions and resale price maintenance is unknown.

The author did his research work under the auspices of The National Institute of Economic and Social Research, and the book is published by Cambridge University Press, price 50s.

#### WORLD TRADE

South American DDT Plant.—The first plant in South America to produce DDT was inaugurated in November in Rio Tercero, Cordoba Province, Argentina.

Canadian Output Value Doubled. -In the post-war years, the value of the output of Canada's chemical industries has more than doubled from \$376.3 millions in 1946 to \$847.9 millions in 1953.

Swiss Chemical Exports.—The value of Swiss exports of chemicals, pharmaceutical goods, dyes and perfumery totalled 79 1 millions Swiss francs in November against 77.0 millions in October. Figures (in million Swiss francs) for the main groups are as follows:—Pharmaceuticals, 34.9 (33.2); dyes, 29.4 (28.6); industrial chemicals, 11.2 (11.0) and perfumery, 3.6 (4.2).

Vaccine Plant for Argentina. - The Government of Argentina recently authorised the Consorcio Industrial Franco-Argentino de Productos Quimi-cos y Biologicos (C.I.F.A.) to invest the sum of French francs 89.7 millions in a factory for the production of vaccine against foot-and-mouth disease. The new factory is to be built in Buenos Aires and is to start operations within one year. It is expected that, during the first fifteen months of its existence, output will be in the region of 18 million doses of vaccine.

West German Pharmaceutical Industry. - The West German pharmaceutical industry expects that its production in 1954 will exceed DM 1,000 millions for the first time since 1945. Production in the first nine months was worth about DM 807 millions, compared with DM 723 millions in the corresponding period 1953. Total 1953 output was valued at DM 992 millions and 1952 output at DM 863 millions. In the first ten months of 1954 the in-dustry exported DM 215 millions of pharmaceuticals, a gainst 1219,500,000 for the whole of 1953. DM

## BRAZILIAN CHEMICALS

### **Expansion of Industry**

A SEMI-OFFICIAL publication, Conjuntura Economica, in an analysis of the balance sheets of thirty-seven companies exploiting chemical and pharmaceutical industries in Brazil, shows that their combined capital increased by 37 per cent. between 1952 and 1953 (from £9 1 millions to £12.5 millions) and profits by 32 per cent, from £2.7 millions to £3.6 millions. Of the total profits earned by those companies in 1953 the sum of £1.9 millions was retained for reinvestment in the business, and £1.7 millions was distributed to shareholders. In sixteen enterprises engaged in the pharmaceutical industry paid-up capital increased by 92 per cent. in 1953. The pharmaceutical branch, which has expanded more rapidly in Brazil than any other sector of the chemical industry, reinvested 87.1 per cent. of its profits in 1952, 86.7 per cent. in 1953, and the rate of expansion shows no sign of slowing down. Several of the existing companies have increased capital during the first nine months of 1954 and a number of

new enterprises have been organised. Until recently the general public was excluded from participating financially in the pharmaceutical industry. Capital was subscribed entirely by associates of the Brazilian organisers or, in the case of foreign companies, by the par-ent organisation abroad. Today it is found more economical to raise the necessary funds in Brazil than to import them at inflated free-market rates.

According to Serviços Banas the capital of the principal Brazilian pharmaceutical companies was approximately £36 millions in 1952 and that of the foreign enterprises, operating in Brazil, £75 millions. Those figures relate only to thirty-six Brazilian, fifteen North American, twelve French, six British, six Italo-Spanish and five Swiss companies. The last-named, comprising Geigy, Sandoz, La Roche, Wander and Ciba, still rely almost exclusively on imports, which are becoming increasingly costly, owing to the high premiums paid for exchange certificates. All other foreign companies are replacing imports entirely by local manufacture as fast as possible. Serviços Banas quotes the average net profit on capital employed in Brazilian laboratories at 22 per cent., in foreign laboratories at 15 per cent. The smaller return in the latter is probably due to the exclusion from profits of royalties and other transfers to head offices. The German chemical industry has found it difficult to re-enter the Brazilian market since the war, owing to keen competition from well-established firms. Despite facilities under the German-Brazilian trade agreement, imports of German pharmaceutical products amounted to only U.S. \$1.7 millions in 1953. A few of the large German chemical companies have formed associations with Brazilian companies to have their products manufactured locally.

## TRADE MARKS

APPLICATIONS ADVERTISED BEFORE REGISTRATION

From the "Trade Marks Journal," December 15 For pharmaceutical drugs (5)

HALABAR, 734,747, by G. W. Carnwick

Co., New Jersey, U.S.A.

For pharmaceutical preparations and substances for human and veterinary use all for sale in the

RECKITT & COLMAN, LTD. (from January 1,

WINOVAC, 734,493, by Bayer Products, Ltd., London, W.C.2.

For anti-dazzle spectacles (9)

NIGHTHAWK, 735,045, by Blunco Trading Co., Ltd., London, S.W.17.

For pharmaceutical preparations and substances for human and veterinary use all being goods for export (5)
WINOVAC, 734,494, by Winthrop Products,

Ltd.,, London, S.W.1.

For disinfectants in liquid form containing 2:4 dichloro-3: 5-dimethyl phenol (5)

DICIMAX, 735,154, by Kumar (London), London, S.E.13.

For pharmaceutical saline preparations for internal human use (5)

MERRY ANDREWS, 735,185, by Scott & Turner, Ltd., Gallowgate, Newcastle-on-Tyne.

#### COMING EVENTS

#### Sunday, January 2

LONDON PHARMACY RAMBLERS, Holmwood Station, 10,45 a.m. For ramble to Leith Hill and Stane Street. Train leaves Victoria Southern Region station at 9.50 a.m.

#### Monday, January 3

WEST KENT BRANCH, PHARMACEUTICAL SOCIETY, Beckenham library, Beckenham, at 8 p.m. Members' symposium and consideration resolutions for Branch Representatives' meeting,

#### Tuesday, January 4

Norwich Branch, Pharmaceutical Society, Assembly House, Theatre Street, Norwich, at 7.30 p.m. Mr. L. M. Rouillard (surgeon, Nor-folk and Norwich Hospital), on "Plastic Sur-

SOUTH-EAST LONDON CHEMISTS' ASSOCIATION and Branch, New Cross Inn, 323 New Cross Road. London, S.E.14, at 8 p.m. Mr. J. W. Hadgraft on "The National Formulary."

NOTTINGHAM BRANCH, PHARMACEUTICAL SOCIETY, Reform Club, Victoria Street, Nottingham, at 7.30 p.m. Mr. E. Gilroy Glass on "Some Otological Problems in Treatment."

#### Wednesday, January 5

MANCHESTER SECTION, ROYAL INSTITUTE OF CHEMISTRY, Manchester College of Technology, Exhibition of chemical apparatus. Open to public, 2-8 p.m.; and 10 a.m.-8 p.m. on January 6.

SOUTH-WEST LONDON CHEMISTS' ASSOCIATION, Ardington rooms, Clapham Junction, London, S.W.11, at 6 for 6.30 p.m. Dinner and New Year party.

#### Advance Information

BIRMINGHAM PHARMACEUTICAL ASSOCIATION, Botanical Gardens, Edgbaston, at 8 p.m., January 12, Carnival-Buffet-Dance, Ticket 12s, 6d, from Mr. W. F. Norris, 270 Warwick Road. Olton, Birmingham, 27, before January 10.

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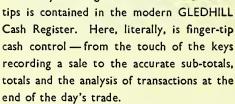
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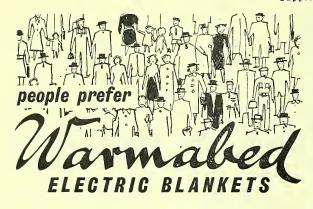




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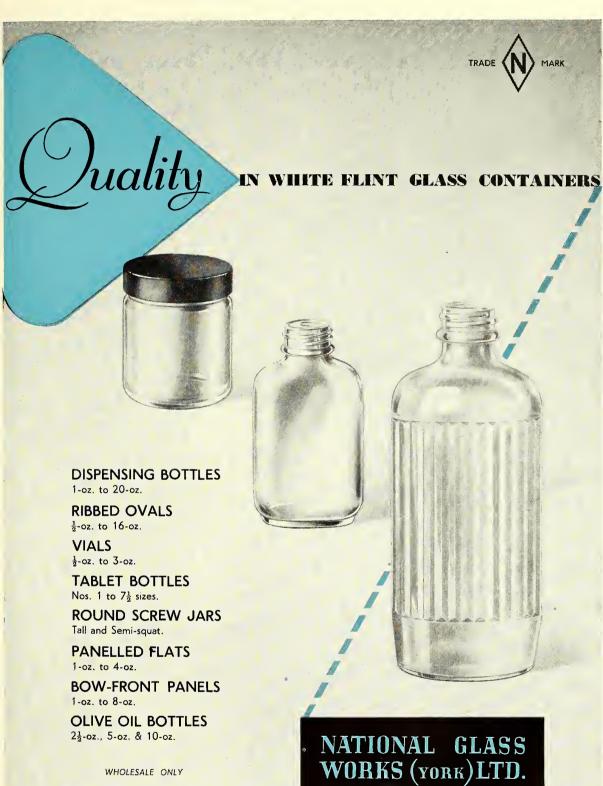
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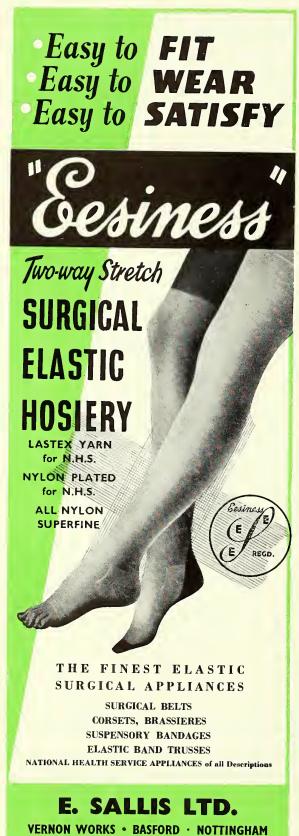
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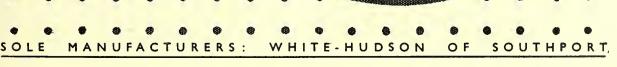
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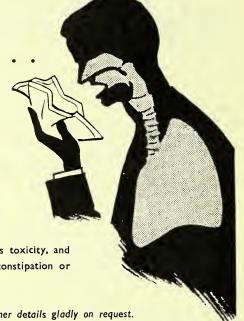


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In the more stubborn cases of gastric and duodenal ulcer, Roter Tablets have often proved effective when other, sometimes radical, measures have failed. They are also of great help in the treatment of post-operative relapse and recurrence.

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 40 tablets ...
 7/2d.

 Standard size ...
 120 ,, ...
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 20/7d.

 Full treatment size 640 ,, ...
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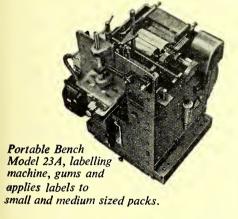
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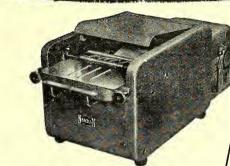
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PURSENNID contains the pure Sennosides A & B of Cassia augustifolia in the form of their calcium salts.

PURSENNID, taken at bed-time, exerts a gentle but effective laxative action on the following morning.

PURSENNID does not cause griping, cramps or colic owing to the fact that the active compounds are pure glucosides, constant in quality and potency, and the preparation is free from irritant impurities contained in crude senna preparations.



Tubes of 40 and 200 tablets, each containing 12 mg.

Schweiz. med. Wschr., 1941, 71, 1093 Rev. méd. Suisse rom., 1941, 61, 585 Amer. J. dig. Dis., 1945, 12, 221



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CHEMIST BUSINESS TRANSFER AGENTS AND VALUERS WHOLESALE AND RETAIL BRANCHES: BIRMINGHAM . SOUTHAMPTON . LIVERPOOL . SHEFFIELD . CARDIFF Irish Representative: Mr. J. A. Bassett, Ph.C., 57 Great Victoria Street, Belfast, Northern Ireland. Tel.: Belfast 27078

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Key Position
Lady owner of important flourishing chemists, with turnover approaching £30,000 per annum, with valuable lease, fixtures, fittings and stock, having all important agencies, would consider selling to qualified pharmacist with capital upon advantageous terms. Highest references given and required. Write in first instance to Box C 1999.

#### **APPOINTMENTS**

18/- per half-inch (min.) and pro rata. Box 2/-

#### MINISTRY OF HEALTH

require Technical Officer II (Pharmacist) (Temporary), Based London but entails travelling in require Technical Officer II (Pharmacist) (Temporary). Based London but entails travelling in Provinces, Duties involve inspection of drugs, dressings, etc., supplied under Government contracts: advice on technical questions of drug production and supply, and on general technical problems in relation to medical supplies. Following qualifications and experience necessary:—(a) Membership (or Fellowanip) of Pharmaceutical Soc.ety, but preference with be given to candidates with B.Pharm, or Ph.C. Additional qualifications an advantage and (b) Practical experience, preferably for 3 years or more of drug manufacture, hospital planmacy, retail pharmacy, teaching, or wholesale drug trade. Salary scales: Men £695-£840 p.a. Women somewhat lower, Successful candidate will enter at minimum of scale which is linked to age 28 with deductions of £25 per annum for men and £20 per annum for women for each year below 28. Write, giving date of buth and education, full details of qualificacions and experience of posts held (including dares) to Labour and National Service, 1-6 Tavistock Square, W.C.1, by January 15, 1955. In no circumstances should original testimonials be forwarded, Only candidates selected for interview will be advised.

C 7908

# BOW GROUP HOSPITAL MANAGEMENT COMMITTEE

Pharmacist
(Part-time: 24 hours per week) required at POPLAR HOSPITAL, East India Dock Road, E.14. Rate of pay 26s, per 4-hour session, Application forms from Group Secretary, 24 Bow Road, E.3. C 7907

# LONDON HOSPITAL ANNEX,

ONGAR ROAD,
BRENTWOOD, ESSEX
Assistant in Dispensing
required at this 200-bed Annex. Preference
given to candidates holding the certificate of
the Society of Apothecaries, Salary in accordance with Whitley Council scale, Write Deputy
House Governor, The London Hospital, WhiteCapacle Ed. (2013) chapel, E.I.

# **GRIMSBY HOSPITAL** MANAGEMENT COMMITTEE, SPRINGFIELD HOSPITAL, GRIMSBY

Pharmacist or Dispenser
Applications are invited for the post of Pharmacist or Dispenser at the above hospital, and for other duties as required. Whitley scales for

for other duties as required. Whitley scales for a 39-hour week are—
Pharmacist at age 23, £450 x £25—£575.
Dispenser (qualified) single-handed, at age 22, £360 rising to £460.
Applications giving details of age, qualifications and experience, to Group Secretary, 3
Queens Parade, Grimsby, as soon as possible.
C 7918

# KING EDWARD VII HOSPITAL,

WINDSOR

Assistant in Dispensing
required. Whitley Council salary, Applications
stating age, experience, qualifications and names
of two referees to Hospital Secretary. C 7919

# MOORFIELDS WESTMINSTER AND CENTRAL EYE HOSPITAL

(Category V)

Assistant in Dispensing

Applications are invited for the position of Assistant in Dispensing at this Hospital. Salary in accordance with Whitley Council agreement, together with London Weighting. Applications should be addressed to the Chief Pharmacist, Moorfields Westminster & Central Eye Hospital, City Road, London, E.C.1. C 7890

# MOORFIELDS WESTMINSTER AND CENTRAL EYE HOSPITAL

AND CENTRAL EYE HOSPITAL

(Category V)

Pharmacist

Applications are invited for the position of Pharmacist at this Hospital, Salary in accordance with Whitley Council Scale (£450 x £25—£575), plus London Weighting and £25 for recognised higher qualification. Applications, with names of two referees should be addressed to the Chief Pharmacist, Moorfields Westminster & Central Eye Hospital, City Road, London, E.C.1. C 7889

#### MOORFIELDS WESTMINSTER AND CENTRAL EYE HOSPITAL

AND CENTRAL ETE HOSPITAL

(Category V)

Senior Pharmacist

Applications are invited for the post of Senior

Pharmacist at this Hospital, Salary in accordance with Whitley Council Scale £525 x £25—
£625), plus London Weighting and £25 p.a.

for recognised higher qualifications.

Applications with names of two referees should

Applications, with names of two referees should be addressed to the Chief Pharmacist, Moor-fields Westminster & Central Eye Hospital, City Road, London, E.C.I. C 7888

# WHITTINGTON HOSPITAL,

WHITTINGTON FIGURE 143-7,
LONDON, N.19
Locum Tenens Pharmacist
16 gns, per week, Post vacant immediately.
Apply Secretary, Archway Group H.M.C., 46
Cholmeley Park, N.6. Telephone Archway 3070
C 7916

### NOTTINGHAM NO. 1 HOSPITAL MANAGEMENT COMMITTEE

Pharmacist or Locum Pharmacist

(male or female)

required for Highbury and Heathfield Hospitals, to commence duties as soon as possible. Salary of permanent post in accordance with the Whitley Council for the Health Services recommendations, Locum Fee £14 14s. Applications giving age, qualifications and experience, together with the names of two referees to be sent to the Group Secretary. General Hospital, Nottingham. C 7903

# SOUTH-WEST MIDDLESEX HOSPITAL MANAGEMENT COMMITTEE

### WEST MIDDLESEX HOSPITAL. **ISLEWORTH**

(Category V)

Pharmacist

required. Salary scale £450 x £25 to £575 plus London Weighting, Higher qualifications allowance £25 per annum. Whitley conditions

ance £25 per annum, applicable, Pharmacist, 26s, per session of 4 hours, if doing 24 hours or under, Applications, stating age, qualifications and experience with names of two referees to Chief

#### ST. PETER'S HOSPITAL, CHERTSEY, SURREY (404 Beds)

Pharmacist

required. Salary and conditions of service in accordance with Whitley Scales,
Applications stating age and experience together with the names of two referees should be sent to the Hospital Secretary.

C 7917

## SITUATIONS OPEN

8/6 for 36 words (min.) then 3d. per word. Box 2/-

The engagement of persons answering these advertisements must be made through a Local Office of the Ministry of Labour or a Scheduled Employment Agency if the applicant is a man aged 18-64 inclusive or a woman aged 18-59 inclusive unless he or she, or the employment, is excepted from the provisions of the Notification of Vacancies Order, 1952.

## RETAIL (HOME)

DONCASTER CO-OPERATIVE CHEMISTS, LTD., require the services of three pharmacists (male or female). Two as branch managers, one as relief branch manager, 44-hour week; minimum salary £780, plus rota pay, etc, There is living accommodation for one branch manager. Applications, giving usual details, to Secretary, Doncaster Co-operative Chemists, Ltd., St. Sepulchre Gate, Doncaster. C 199

# HOSPITAL REPRESENTATIVE

Applications are invited by John Wyeth & Bro-ther, Ltd., for a new appointment of Hospital Representative for Scot-land. Pharmacists of 25-35 years and others with pharmaceutical and medi-

cal training will be considered for the position, which offers considerable scope for progress. The successful applicant will be resident in Glasgow, and a car will be provided.

Apply in writing only, enclosing a recent photograph, to the Sales Director, John Wyeth & Brother, Ltd., Clifton House, Euston Road, London, N.W.1. C 7885

## RIKER

Riker Laboratories Limited invite applications from pharmacists for the post of Medical Representative for Northern Scotland.

Previous experience in medical representation is not necessary as full training will be given. Remuneration is by salary, bonus, expenses and a new car will be provided. There is a company pension scheme in operation.

Apply in writing to the Managing Director, Morley Street, Loughborough.

#### Situations Open—Continued

WELL-KNOWN FIRM of chemists' valuers WELL-KNOWN FIRM of chemists' valuers have vacancy for stocktaker on permanent staff; mainly Midland area; previous stocktaking experience not essential; good opportunity for keen and intelligent applicant. Please state brief details of carcer to date and commencing salary required, All replies treated in strict confidence, Box C 7915.

#### WHOLESALE

A REALLY GOOD REPRESENTATIVE required for Liverpool and South West Lanes, for nationally advertised proprietary lines selling to chemists and best grocers, Substantial salary, bonus, car provided with expenses, also most valuable pension and life insurance scheme, Our own representatives know of this advertisement. Very full details of experience, etc., to Box C 7923,

A VACANCY OCCURS in a well-known ethical house for a keen ambitious man with personality to take over the position of Medical Representative on their Hampshire territory. This area is an established one and offers scope for advancement, Previous experience or a qualification is not essential but applicants must have a sound technical background and preferably be a car owner. The position is a pensionable one and remuneration is by way of salary, commission and experies. Write in complete confidence to Box C 7914,
ASSISTANT PRODUCTION MANAGER required in the Richard Hudnut Cosmetic Laboratories, High Wycombe, moving, in a couple of years to the Southampton area, A man of about 30, whose character, education and experience mark him out for a big job, but who knows he will have to work for it, Technical degree desirable; practical experience of manufacture and/or finishing high-class cosmetics or pharmaceuticals essential, Good salary for the right man. Non-contributory pension, Full details to Controller of Production, Richard Hudnut, Ltd., Power Road, London, W.4, C 7912 CHEMIST REQUIRED by cosmetics firm of international repute. Must be well experienced in

CHEMIST REQUIRED by cosmeties firm of international repute, Must be well experienced in cosmetic chemistry. Apply Box C 1993.

#### BRITISH SCHERING SECRETARY AND CONTROLLER

Applications are invited from Chartered Secretaries and Qualified Accountants for appointment as Secretary and Controller to a British organisation concerned with the development, manufacture and marketing of scientific products for use in medicine and agriculture. Enquiries will be treated in strict confidence and should be addressed to Managing Director, British Schering, Ltd., 229 Kensington High Street, W.8.

I.C.I., DYESTUFFS DIVISION, Grangemouth, Scotland, require a man experience in the granulation and tableting of pharmaceutical products at their Linlithgow works, The conditions are a 5-day week of 44 hours, at a rate of 3s, 8d. per hour, equal to £8 ls, 4d. Opportunity for earning bonus under conditions of an incentive scheme which might amount to approximately £2 per week is likely. Apply in writing to the Labour Officer, C 7909

# GLAXO LABORATORIES, LTD. MEDICAL REPRESENTATIVE

MEDICAL REPRESENTATIVE

Some further appointments will shortly be made to our Representative staff in the United Kingdom. Applications are invited from Pharmacists age preferably between 25 and 35 who are interested in representing a pharmaceutical firm of repute. Previous experience of representation is not necessary as training is given but a good technical background in pharmacy and knowledge of sound business methods is important. The positions offer opportunity for progress and the development of initiative. Salaries are designed to recognise merit and a pension scheme is in force. Candidates should send full information of education and business experience together with the usual personal details including height and if possible a recent photograph to Senior Personnel Officer, Glaxo Laboratories, Ltd., Greenford, Middlesex. C 7911 Middlesex.

KLEENEX TISSUE HANDKERCHIEFS. Applications are invited from young sales representatives. They should possess good personality, above-average ability and enthusiasm. The territories in which immediate appointments will be made are: (1) Scotland, North of the Tay; (2) E. Lancs and Cheshire; (3) Northumberland and Durham; (4) E. Midlands; (5) Bucks, Beds and Northants; (6) S. Wales; (7) E. London and Essex. Excellent opportunities provided for personal advancement, Applicants should reside within the territory and preferably be car owners, An established connection among retail chemists and co-ops an advantage, All positions carry a generous salary together with out-of-pocket expenses, Apply in confidence giving full details to Sales Manager, Cellucotton Products, Ltd., Carkers Lane, Highgate Road, London, N.W.S. C. 7913 KLEENEX TISSUE HANDKERCHIEFS, Ap-

MEDICAL REPRESENTATIVES required immediately by Lederle Laboratories for the following areas:— (1) Manchester; (2) North Riding, Yorkshire, Applicants should be men of striking personality and initiative, should be 25-35 and have a pharmaceutical qualication or experience with an ethical house of detail work among doctors and hospitals. Congenial, well-paid posts backed by outstanding products and first-class promotional material. Liberal expenses, company car supplied, Full-set details in writing to Sales Manager, Lederle Laboratories Division, Cyanamid Products, Ltd., Bush House, London, W.C.2.

PARKE, DAVIS & COMPANY, LIMITED, require a man as production line checker, preferably with some previous experience. 5-day week, staff restaurant, genous pension plan. Write with full particulars of age and experience to Personnel Manager, Staines Road, Hounslow.

C 7899

PERSONALITY BEAUTY PRODUCTS, LTD., have a vacancy for a representative for the London area, Applications should be made in writing to the offices at Ashby-de-la-Zouch, Leicestershire.

PHARMACIST for administrative position, old-established Lancashire wholesalers, Some ex-perience wholesale trade desirable. Salary ac-cording experience, five-day week, pension scheme, Apply all particulars Box C 7897.

MEDICAL REPRESENTATIVE required, commencing February 1, age 25-35, for Birmingham and for Cambridge, Herts, Beds, and E. Anglia. The work involves the discussion of ethical specialities with doctors and pharmaeists. The successful candidates will receive a course of training; but a good background of pharmaceutical or medical knowledge and previous experience would be an advantage, Residence on territory and driving ability essential, Remuneration by salary, full expenses, no commission; contributory pension scheme, Apply giving full details in own handwriting to: Medical Representation, Menley & James, Ltd., Coldharbour Lane, London, S.E.5. C 7910 REPRESENTATIVES on generous commission terms wanted by old-established toilet soap manufacturers. Write particulars of connection, etc., to Ava, Ltd., 9 Park Hill, Clapham, London, W.1, require man for small-scale manufacture of medical and toilet products, 5-day week, 8,30-5 p.m. Write, stating age, experience and salary required, C2012 SMALL pharmaceutical works require experienced man to take charge of factory and packaging. Box C 7920.

# SITUATIONS WANTED

3/- for 18 words (min.) then 2d. per word. Box 1/-

# RETAIL (HOME)

EXPERIENCED LADY CHEMIST, Irish, seeks post London or London area preferred, Excellent all-round experience. Box C 2011, YOUNG LADY (Hall Cert.) seeks interesting post retail, or hospital, or travelling. Ten years' experience pharmacy, Full particulars required and given, Box C 2007.

#### WHOLESALE

REPRESENTATIVE with established connection in Surrey, Sussex and part Hants desires position with reputable firm. Experienced also in executive duties and in retail pharmacy, Salary, expenses and commission. Car owner, Box C 2016.

C 2016.
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SEEKING CHANGE. Tablet maker, tablet coater, 40, Fully experienced all grades coating N.F., B.P.C., seeks permanent London position, Box C 2014.

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'UNISEC' from the Single Unit to the Complete Pharmacy WRITE FOR YOUR COPY OF THE STANDARD REFERENCE OF PHARMACY FITTING

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CEREAL FOOD MANUFACTURERS in full production have additional facilities for the drying, processing, mixing and packing of infant, invalid, and health foods, cereal bases, fillers, etc., in their modern factory with up-to-date plant. Enquiries to Ridge's, 152 Boleyn Road, London, N.16, Clissold 2131.

Boleyn Road, London, N.16. Clissold 2131. C 2005
COMPANY (manufacturing chemists) with £20,000 tax losses for sale, Box C 2009.
MANUFACTURING CHEMISTS invite inquiries for the manufacture, packing, etc., of private formulæ preparations, liquids, powders, tablets, Dispatch facilities available with own printing department. Frank Macowal & Yanatas, Ltd., Willshaw St., London, S.E.14. Tel.: Tideway 3846-8.

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BOTTLES, JARS, CLOSURES, tubes, talcum tins of composites, cellophane, fancy goods, glassware, etc, Fair market prices offered for all submissions of interest. No agents please. Write with samples to Cobend, Ltd., 325 Caledonian Road, London, N.I. C 188

ALL KINDS OF BOTTLES, JARS, SCREW ALL KINDS OF BOTTLES, JARS, SCREW CAPS, cartons, packaging materials and manufacturers' stocks of all kinds bought at fair price for spot cash. We are buyers of merchandise of EVERY DESCRIPTION. Clearance Stocks, Discontinued lines, Surplus and Redundant Stocks, Should you have anything for disposal, please send us samples and particulars, Reliance Trading Co., 13 New College Parade, Finchley Road, N.W.3. C 153

WE WILL PURCHASE for cash a complete stock, a redundant line, including finished or partly finished goods, packing raw materials, etc. No quantity too large. Our representative will call anywhere. Write or telephone:—Lawrence Edwards & Co., Ltd., 6/7 Wellington Close, Ledbury Road, London, W.11. Tel.: Bayswater 4020, 7692. C 140

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21 TONS GLYCERINE B.P. Prompt ex store London, Best offers. Box C 7921.
FOR SALE. Two Wilkinson single-tableting machines. Belt drive, £35, £40 or offer. Box C 2010.

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OUIET AND ACCURATE workmanship.
Over 30 years' practical experience, Detailed inventories supplied to suit your individual requirements. Your own stock sheets priced. Terms moderate, C. W. Playfoot, 8 Aylward Road, London, S.W.20. Phone Liberty 4104.

C 190

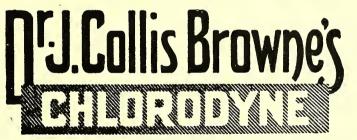
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SHOPFRONTS, Stainless Steel, Bronze, Hardwood, Burns (£100), Shopfitters, Ealing 9689, 67 High St., Cranford, Hounslow, Middlesex,

SHOWCASES, SHOWCASES, SHOWCASES, Latest designs. All sizes including glass counters. Free delivery. Write for details to (Dept. "P"), Vandome & Hart, Ltd., Wenlock Rd., London, N.1 (Established 1660). Showrooms, High St., Kingston-on-Thames. C 196

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THE FAST SELLING

# **DRY CLEANER**

WITH THE

# FITTED CLEANING PAD

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The DABITOFF COMPANY (LONDON) LTD., take pleasure in announcing that the distribution in the pharmaceutical field of their famous product DABITOFF will be taken over as from January 4, 1955 by:

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86 CLERKENWELL ROAD, LONDON, E.C.I

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# PAYNOCIL

OVERCOMES ASPIRIN IRRITATION

Paynocil is a new, non-irritant, palatable analgesic representing a considerable advance in formulation among products of its kind. It combines acetylsalicylic and amino-acetic acids in a tablet offering the following advantages:

- \* It does not cause gastric irritation.
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- \* An effective dose of aspirin (10 grains— 0.65 gramme) is provided in one tablet.

# Packaging and Prices:

Tubes of 18 tablets. Retail Price (Inc. Tax) 3/2. Dispensing Packs of 240 tablets. Basic N.H.S. Price 27/1.

#### LONG TERM, INTENSIVE USE

Because of its non-irritant properties Paynocil is ideal in the prolonged aspirin therapy necessary in rheumatoid arthritis.

## SHORT TERM OR OCCASIONAL USE

It is equally suitable for the occasional analgesia required for headaches or neuralgia owing to its convenience and acceptability to all patients.

Formula: each tablet contains:

Acetylsalicylic acid . .

Amino-acetic acid . .

. . 10 grains (0.65 gramme) . . 5 grains (0.32 gramme)

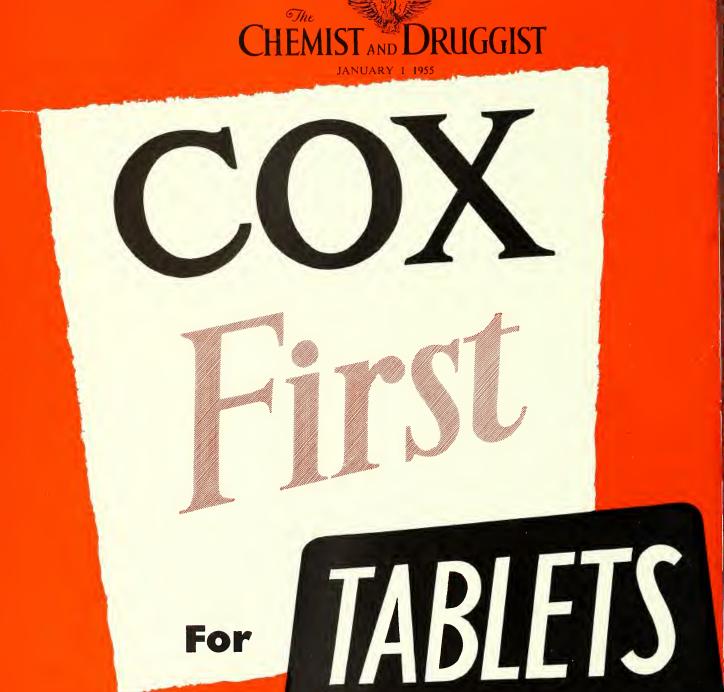
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